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Lloyd Webber pays £10m for 'unseen' Canaletto



Lloyd Webber: will put painting on display

By SARAH JANE CHECKLAND
SALEROM CORRESPONDENT

A VIEW of London by Antonio Canaletto was bought for £10.25 million at Christie's yesterday by Andrew Lloyd Webber, who immediately promised to put it on public view.

Afterwards, the composer of *Phantom of the Opera*, *Evita* and *Cats* joked: "I might have to write another musical before I can think of doing this again." He added that the painting fitted in with his plans to set up a charitable foundation to buy art for Britain.

The Tate Gallery had tried to buy the painting before the sale, but could not raise enough money. Mr Lloyd Webber, 44, said: "When they let me know they could not afford to pay more than £6 million, I realised we had to step in to save it for the nation." The price was a record for

an Old Master painting sold in London. The composer had been prepared to pay £2.5 million more.

"Although Canaletto is Italian, this is a quintessentially British painting. It is a marvellous painting," he said. "It is the best landscape I have ever seen, even though my main interest is in pre-Raphaelite painting. It is an extraordinary view of London. It has hardly been seen so far and it really must go on public view. I haven't decided yet exactly where it will first be shown."

David Mason, a dealer with the West End firm Maconnell Mason who represented Mr Lloyd Webber during the sale, said: "Andrew was very anxious that the painting should not leave the country." Mr Mason was so confident during bidding that he upstaged the auctioneer, Noel Annesley, by calling out the rising increments himself.

The sale lasted just over a minute.

The winning bid was £9.2 million, but with a 10 per cent buyer's premium and VAT. Mr Lloyd Webber will pay £10.25 million. The painting, which was sold by the Malmesbury family, will initially hang in one of his houses before it is put on public view.

View of the Old Horse Guards London from St James's Park is, at 93 inches wide, the largest and among the best preserved works from Canaletto's English years. The previous record for a single work by the artist was £6.87 million paid in 1990 for another London view, *The Thames from Westminster*.

Yesterday's purchase was welcomed by a relieved heritage lobby. "Three cheers for Andrew Lloyd Webber," Sir Hugh Leggat, of Heritage in Danger, said. "Lots of buyers would not want to take responsibility for their artistic patrimony like this." A spokesman from the

Tate Gallery said: "We are pleased the painting will stay in England."

Nicholas Serota, director of the Tate, had earlier condemned Christie's for its "exceptionally high estimate" of more than £8 million. He managed to raise £5 million before the sale.

Other heritage lobbyists pointed out that, apart from representing the Admiralty Building and St Martin's in the Fields, the painting included a glimpse of Downing Street. In their opinion, the government should have bought it for display in Number 10.

Mr Lloyd Webber is known as a collector of Victorian paintings, so the Canaletto purchase represents a departure. His trophies include Lord Leighton's *Dance in Exile*, for which he paid a record £1.1 million at Sotheby's.

"He has the finest collection of Victorian paintings formed in the

last decade," Simon Taylor, head of 19th century paintings at Sotheby's, said. Mr Lloyd Webber was "extremely knowledgeable and has been for many years. He is a real Victorian enthusiast who is studying the subject all the time. He is not somebody who is simply taking advice from dealers." Apart from the Lord Leighton painting, Mr Taylor said, "there are other £1 million paintings in his collection."

Mr Lloyd Webber flew into London early this week from his home in France, partly for meetings in London, and partly to monitor the Canaletto situation. Having heard of his successful bid, he returned to France yesterday afternoon.

His decision to bid was made at the last minute, and it is unlikely that he raised enough cash to pay immediately for the sale. His credit

TODAY IN
THE TIMES

RELIGIOUS
FABLE



Kate Saunders says Catholics feel guilty about sex—but will her book make matters worse? *Life & Times*, page 4

BARDIC
MYTH



Metamorphosis and the muse: Ted Hughes defends his view of Shakespeare *Life & Times*, page 5

RACING
LEGEND



Farewell to Nijinsky: the sport of kings mourns as triple crown winner dies at 25 *Page 36*

Jets scrambled to bar Libyan plane from Italy

By CHRISTOPHER WALKER IN CAIRO AND JOHN PHILLIPS IN ROME

LIBYA attempted to break the world embargo on its air links yesterday and threatened to force expulsions against countries which ordered its envoys to leave.

The United Nations Security Council voted for the ban on flights to and from Libya, an arms embargo and a cut in Libya's diplomatic staff because Tripoli has refused to extradite two agents accused of blowing up a Pan Am airliner over Lockerbie in December 1988.

Less than 12 hours after the UN sanctions were imposed, two fighter jets were scrambled from Sicily to stop a Libyan airliner entering Italian air space. The plane turned back of its own accord

about eight nautical miles from Italian air space, before the war planes came close enough to intervene. The plane was flying to Zurich from Tripoli, the Libyan capital.

An Italian air force statement said that two F104 jets were ordered to intercept the plane "by national air defence". It did not state the nationality of the pilots, but American war planes are stationed at the Nato airport at Sigonella.

Defiant Libya, vowing that the Arabs would "kneel to nobody but Allah" also tried to breach the UN embargo by sending passenger jets to Egypt and Tunisia in an attempt to embarrass its Arab neighbours. Colonel Gaddafi, the Libyan leader, has repeatedly denounced the UN sanctions as an anti-Muslim crusade and he has urged the Arab states to show their solidarity with Tripoli.

However Egypt, which spearheaded Arab efforts to resolve the dispute over the Lockerbie affair, closed its air space to the flight and another which followed. Tunisia also refused to let a Libyan plane enter its air space. Saleh Sirjani, the director-general of Libyan Arab Airlines, said yesterday, however, that his company planned to continue making international flights despite the UN measures.

Despite opposition to the UN action among the Arab masses, most Middle Eastern governments appeared willing to comply with the air embargo. Doubts remained last night, however, about how the Arab states would respond to calls to expel Libyan diplomats and to block arms sales.

Land and sea routes to Libya remain open and Egypt and Malta were among countries planning to transport people and goods. An official in Tripoli said a sanctions-breaking hovercraft route from Malta was planned and shuttle buses were being arranged in Egypt between airports close to the desert border.



Beckett: narrow favourite for the deputy leadership over Bryan Gould

ANC forces Winnie out

Winnie Mandela has been forced to resign as head of the African National Congress social welfare department, two days after Nelson Mandela announced that he was to separate from his wife. Police are investigating allegations that she was implicated in murders and kidnappings. *Page 14*

Speaking up

Betty Boothroyd is to put her name forward to succeed Bernard Weatherill as Commons speaker. The move is likely to prompt the first contest for the post for more than 20 years. *Page 5*

Lane retires

Lord Lane retired as Lord Chief Justice as colleagues rallied to defend him against critics. They say he is being made a scapegoat for the legal system's failures. *Page 8*

Cabinet back

Russia's cabinet has withdrawn its threat to resign after congress modified a censure motion. *Page 10*

Shares soar

Another strong gain in share prices took the FT-SE share index to within 40 points of its all-time high. The index stands 10 per cent above its pre-election level. *Page 24*

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Seven held in IRA hunt

By RICHARD FORD

SEVEN people were being questioned by police in London and Derby last night in connection with a series of Irish republican terrorist attacks in Britain.

Two men and a woman were detained in London after a seven-week surveillance operation. Four people were held in Derby, and police are searching for three men wanted in connection with the killing of a recruiting sergeant on Monday. They named one as Joseph Magee, 26, who had previously lived in Armagh, Northern Ireland and had a previous conviction for a firearms offence.

Kenneth Clarke, the home secretary, is to receive a report on whether the security services should take over from the Metropolitan Police special branch responsibility for gathering intelligence about mainland IRA activities.

Reshaped cabinet sets out priorities

By JILL SHERMAN, POLITICAL CORRESPONDENT

THE new cabinet met for the first time in Downing Street yesterday to consider the government's programme for the first session of the new Parliament, which runs until November 1993. The setting up of a national lottery, control of bogus refugees and laws covering inner cities and housing are expected in the Queen's speech on May 6.

John Major opened the 40-minute meeting with a simple "welcome back". There were no cheers but the mood of the meeting was friendly and businesslike. "It was business as usual," Downing Street said.

Surrounded by his hand-picked team, a relaxed and confident Mr Major thanked colleagues for their efforts in the campaign and paid particular tribute to the absent party chairman Chris Patten.

Tony Newton, leader of the Commons, told the cabinet that he would be drawing up a considerable legislative programme to be announced in

the Queen's speech. Further details of the contents and the timetable will be given to the cabinet on April 30.

The asylum bill, which ensures tighter vetting procedures for refugees, and the national lottery bill will be front runners along with legislation covering education, the citizen's charter, housing, inner cities and the privatisation of parts of British Rail.

After greeting newcomers, Mr Major turned swiftly to cricket, noting that Sir Nicholas Lyell, the new Attorney General, lived in a house once owned by Alfred Myn, the former Surrey cricketer.

He then went on to discuss television news coverage of recent terrorist attacks in London, saying that the cameras had focused on the damage to buildings rather than the people who were killed and wounded. There was a

Continued on page 20, col 6

Currie's refusal, page 2
Speaker's test, page 5

Man named, page 3

Oh to be at the airport, now that April's here

By HARVEY ELLIOTT
TRAVEL CORRESPONDENT

A COMBINATION of post-election euphoria and gloomy weather forecasts have prompted thousands of Britons to chase the sun at the Easter weekend. They may, however, be disappointed.

Tour operators and travel agents had virtually sold their stocks of instant holidays by yesterday afternoon. Thomas Cook said that it had only a few left which may go cheap to anyone with the nerve to turn up at one of its shops, preferably at or near an airport, and negotiate a price.

Thomson Holidays, the biggest tour operator, agreed that almost everything had gone, from Cairo to Cuba, in the past seven days, with just a few Easter breaks left in Florida, Spain or Greece. Lunn Poly said that late bookers may still be able to get away to Florida, but gave a warning that they may have to be

flexible about which airport they fly from and which hotel they are allocated.

The threat of a Spanish hotel-workers' strike—with the possibility of guests having to make their own beds and face restricted menus until resume normal work on Saturday—still looms, but the Association of British Travel Agents said that tour operators would do their utmost to minimise any problems.

About 250,000 people are expected to fly off on package breaks in the next few days, with almost as many again taking scheduled flights to visit friends and relations. British Airways will use extra staff to cope with the 16,000 international and 20,000 domestic passengers expected on scheduled services. Flights to Belfast were very heavily booked.

Those bound for mountain holidays may find some of the best skiing conditions for 50 years, with high alpine resorts reporting deep snow, and more forecast. Newly-opened Euro-Disney

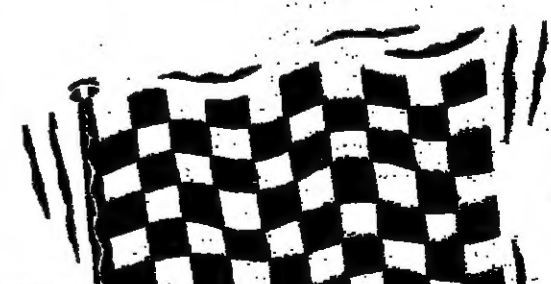
was proving a last-minute attraction, although 90 per cent of those wanting to see Mickey Mouse were heading for the "real thing" in Florida or California.

The London Weather Centre said yesterday that a front would swing around Britain until Easter Monday, keeping mostly cloudy weather with some sunshine and showers over Britain throughout the holiday. The best weather is likely to be in the south of England, below the Bristol Channel and the Thames estuary, with temperatures at 12C to 14C (54F to 57F).

Shops are hoping for a boost over the holiday weekend. Supermarkets, which will open on all four days for the first time, are competing with discounts on such items as fish for Good Friday and wines to accompany spring chicken.

In London, Harrods is to open on Good Friday for the first time. A spokesman said: "We have made the decision in response to public demand."

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Currie looks to Europe after giving Major the brush-off



Currie: makes no secret of love for publicity

EDWINA Currie's hopes of landing a seat in the European parliament, her antipathy towards Kenneth Clarke and her desire to expand her media interests were said yesterday by her friends to lie behind her baffling refusal to take a job in John Major's new government.

As Westminster remained agog at the former junior health minister's snub for Mr Major and speculation raged over her motives, she was uncharacteristically uncommunicative as she left her London flat, telling reporters to "scram".

Asked why she declined the prison portfolio at the Home Office, she responded: "Because of people like you."

Edwina Currie, while taking French lessons, is remaining enigmatically silent about rumoured plans to expand her career on the Continent, Nicholas Wood reports

However, some of her closest friends suggested that as she strolled up Downing Street on Tuesday afternoon, she may never have seriously intended to accept the prime minister's offer of modest promotion.

Insiders pointed to three factors in Mrs Currie's decision to stay on the back benches and virtually to scupper all chances of making a ministerial comeback. First, she is understood to be

planning to stand as a candidate in the 1994 Euro-elections. She is believed to have told Conservative central office of her ambitions. Mrs Currie, who supported Michael Heseltine in the leadership contest, has become increasingly enthusiastic about Britain's European role in recent years. Had she returned to the government, she would have had to abandon such schemes. The fact that she has been taking

French lessons is circumstantial evidence.

Second, she is said not to have forgiven Kenneth Clarke over the way he behaved during the salmonella-eggs affair that led to her resignation in December 1988. She had no wish to be reunited with him at the Home Office.

Mr Clarke was her boss at the health department and, according to her version of events, it was he who ordered her not to retract her explosive comment that "most egg production in the country was infected. At the same time, Tory MPs, urged on by egg producers facing financial ruin, were demanding her head. Her fate was sealed

at a meeting of the executive of the backbench 1922 committee of Tory MPs. The following day she was gone with no word of regret for the uproar she had caused.

One source said yesterday: "She was told by Ken Clarke to keep her mouth shut. She was simply allowed to twist quietly in the wind." For his part, Mr Clarke was said yesterday to have been keen to have her back at his side and to remain an admirer of her talent for getting the message across.

Third, Mrs Currie, who has never made any secret of her taste for publicity, is said to believe that her long-term future lies in becoming a television and newspaper ce-

lebrity along the lines pioneered by such figures as Robert Kilroy-Silk, Brian Walden, Norman Tebbit and Austin Mitchell. At one time, she was being paid £2,000 a column by *Today* newspaper and she is keen to keep open the door to that kind of money and fame.

"She loves publicity and being in the papers," one friend said yesterday. "She loves the media. She sees herself as being more successful, more prominent and more effective than Tebbit or Mitchell. I am sure that is what she is looking for. If she had taken a job in the government, it would have closed off that option immediately."

Howard intent on raising green profile of Tories

BY ROBIN OAKLEY, POLITICAL EDITOR

WITH the timing that marks out a true politician, Michael Howard was out with children in his constituency collecting litter from a churchyard last Saturday just before he received the telephone call inviting him to become environment secretary. Yes, he says, you can call him an anti-litter campaigner.

One of his first tasks in the new role will be on a rather grander scale, joining John Major and representatives of 175 other nations at the Earth Summit in Rio de Janeiro to wrangle over the future of the planet. The main business will be to secure some kind of global agreement on carbon dioxide emissions and to contribute extra resources to help poorer countries to meet their environmental commitments. The careful lawyer shows through when Mr Howard insists that

the negotiators must produce "workable agreements and the machinery to ensure they are implemented".

There is a profile-raising job to be done for his department. Animal welfare got more space than the environment in the condensed Tory manifesto. But the environment was bound to fade while the economy was the concern,

Mr Howard says; at the next election, it will be important. He does not rule out carbon taxes. But it is no good moving unilaterally, he says. It must be done by international agreement. "There is no point in taking action ourselves which will make little contribution to resolving the problems and could well place us at a significant competitive disadvantage," Mr

Howard won a reputation as a Euro-sceptical, tough guy for his battles at the employment department on the social charter. Does he expect to go on as an odd man out in Europe in his new department, all those squabbles over British beaches and by-passes?

He is looking forward, he says, to renewing acquaintance with Carlo Ripa di Meana, the environment commissioner. Britain's record of implementing environmental directives is good. It is well down the league table of those facing Commission proceedings. But there is no mistaking the battle light behind the grin when Mr Howard says: "There are issues on which our interpretation of Community law does not always coincide with that of the Commission. That's perfectly legitimate and, if necessary, we shall have to test those differences in the European Court of Justice."

Housing is a particular concern. Mr Howard tickled the subject briefly once before, until he was whisked away to become employment secretary. He started the first Housing Action Trusts and the homelessness initiative, and wants to take both forward.

While he says that the social problems of rough sleepers have been reduced, he concedes that there is more to be done. He wants to develop single programmes giving young people help with all their problems, straddling the employment/environment boundary with advice on training as well as accommodation.

Mr Howard will push on fast with the rent-to-own mortgage scheme to increase the number of part-home owners, hoping for legislation in the parliamentary session ahead. He is keen to revive the private rental sector and is confident that the revised Finance Bill will contain measures allowing home-owners to let rooms to lodgers without having to pay tax.

His department will be backing a bill from the Lord Chancellor's department to introduce "commonhold", giving residential leaseholders in blocks of flats the right to buy the freehold of their blocks at market rates.

The true test is that of the inner cities. He sees the new Urban Regeneration Agency, with his old colleague Peter Walker, as a dynamic force to unlock some of the obstacles and will press on with legislation. The agency will, he believes, sort out some of the land ownership problems and inject private capital.

And, as the former employment secretary who presided over the co-operation of 1,200 businesses with the training and enterprise councils, he remains excited by the partnership model.



Howard: ruling out unilateral ecology action



Shepherd: into cabinet after only five years



Portillo: the new chief secretary to the Treasury

Lang introduces user-friendly team

BY KERRY GILL

A NEW era of a "user-friendly" Scottish Office was ushered in yesterday when Ian Lang, the Scottish secretary, introduced his ministerial team. All but among the most popular Conservatives north of the border.

Lord Fraser of Carmyllie, previously Lord Advocate, takes over from Michael Forsyth as minister of state. Lord Fraser, who has been in charge of Lockerbie investigations, will take into his portfolio health, social work and home affairs, including constitutional topics.

This latter responsibility was seen as a sign that the government hopes to defuse the constitutional issue. Lord Fraser is president of the Scottish Tory Reform Group, which backs a form of devolution. Although the government is hardly about to concede home rule, it may at least confuse the opposition.

Lord James Douglas-Hamilton takes on education. Allan Stewart keeps industry and local government, as well as planning and House of Commons responsibility for health. Sir Hector Monro will be responsible for agriculture, fisheries and forestry, the arts, sport and heritage and the environment.

The team was referred to last night as the "user-friendly" Scottish Office: an image

hard for Aberdeen and try to end in Perth and Kinross a coalition of Scottish National Party, Liberal Democrat and Independent.

Labour, which controls 27 districts, will be fighting to maintain its pre-eminence in local government and will face a strong challenge from the nationalists. Alex Salmond, the SNP leader, said that the party would seek a mandate to demand a multi-option referendum on the constitution.

The Liberal Democrats have more say in local government than it might appear since many Independents are Liberal Democrats under another name.

Downing Street brings in new faces

BY JILL SHERMAN, POLITICAL CORRESPONDENT

ALEX Allan is to be John Major's principal private secretary. Downing Street announced yesterday. Mr Allan, 41, who served as principal private secretary to Nigel Lawson when Chancellor, succeeds Andrew Turnbull, who returns to the Treasury.

Other changes at Downing Street include the retirement of Sir Percy Cradock, the prime minister's adviser on foreign affairs. He will be succeeded by Sir Rodric Braithwaite, 59, Britain's ambassador to Moscow. Sir Peter Levene, 50, former chief of defence procurement, has become the prime minister's adviser on efficiency, succeeding Sir Angus Fraser. David Heathcoat-Amory becomes deputy chief whip, replacing Alastair Goodlad who becomes a Foreign Office minister, while Sydney Chapman becomes vice-chamberlain of Her Majesty's Household taking over from John Taylor who has moved to the Lord Chancellor's department.

Timothy Wood and Timothy Boswell move from assistant whips to senior whips while Andrew Mackay, MP for Berkshire East, Robert Hughes (Harrow West) and James Arbuthnot (Wansley and Woodford), join the government as assistant whips.

Richard Wilson moves from the Treasury to replace Sir Terence Heiser as permanent secretary at the environment department.

Pilot blamed for oil deaths

The deaths of six people when a helicopter crashed into a crane on a North Sea oil platform could have been avoided if the pilot had taken a safer course, the official report published today says. Sheriff Douglas Risk said that Captain David Anderson, who died in the crash in July 1990, had, only minutes beforehand, flown the Sikorsky S61N too close to the crane. Sheriff Risk added that there were other ways open of approaching the Brent Spar loading terminal. "The accident might have been avoided if he had adopted an approach which enabled him to keep the crane in sight."

Boy drowns

A boy aged 13 died yesterday on an Easter holiday after being swept into the water by a wave as he walked along a small sea wall at Burton Bradstock, near Bridport, Dorset. A friend also fell into the sea but managed to struggle ashore and raise the alarm. The crew of a Royal Navy helicopter from RNAS Portland pulled the boy from the sea but he was certified dead on arrival at Weymouth and District Hospital.

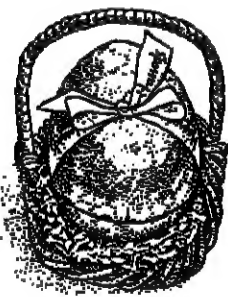
Short foiled

Nigel Short dismayed his supporters by failing to win the adjourned third game of his world championship semi-final in Linares, Spain, against the Russian former world champion Anatoly Karpov. The game, with Short playing black, had been adjourned on Tuesday after 61 moves with Short a pawn ahead and apparently poised to win. But he lost his advantage last night and settled for a draw.

Publican shot

Ned McCreery, a publican from east Belfast and a former leading loyalist, was murdered by a lone gunman outside his home early yesterday. Mr McCreery, 46, was shot as he left his car outside his bungalow in Dundonald on the eastern outskirts of the city and died at the scene. He had a grown-up family and ran a bar at Templemore Avenue in loyalist east Belfast.

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Souness torn off a stripe for pyjama games

BY ALAN HAMILTON

THE usually dapper Graeme Souness was in deep trouble yesterday. Not only was the Liverpool soccer manager, recovering from a triple heart bypass operation, criticised for selling the story of his surgery to *The Sun*, he was photographed leaving hospital wearing striped pyjamas.

Today's man, according to the nightwear industry, does not wear striped pyjamas. He wears, if he wears anything at all, plain colours.

Mr Souness, according to popular newspaper reports, made a brief bolt for freedom without the approval of his doctors; he would therefore have to wear something under the purple dressing gown in which he was also wrapped. As he was treated privately

in the Alexandra hospital at Cheadle, Greater Manchester, it is being assumed that the pyjamas were his own, and not the institutional issue at NHS hospitals.

By having his picture in the newspapers, Mr Souness has unwittingly raised the question of what men wear in bed when they are not expecting to be rushed to hospital. A straw poll conducted by *The Times* yesterday, with a 3 per cent margin of error either way, indicated that 49 per cent wore nothing, 49 per cent wore something, from boxer shorts to full wineryette fig, and 2 per cent favoured the traditional nightshirt.

Roy Dyson, managing director of Tootal Leisure, one of the country's leading pyjama manufacturers, dismissed the poll as being as unreliable

as those on an another topic of late. "Fifty per cent of men wear nothing in bed, 50 per cent wear pyjamas, and another 50 per cent tell you they wear nothing but actually do."

Most pyjamas, Mr Dyson said, were bought by women for men. Those in plain dyed colours were by far the most popular, followed by traditional striped patterns in cotton, but with the stripe woven into the fabric in red satin. "The latter are for the nocturnal peacock who wakes up in the night to look at himself in the mirror," Mr Dyson said.

Central heating dealt a body-blow to the pyjama trade, but there has been a slight resurgence in recent years, Mr Dyson said. "It is all to do with travel. You want to look decent in your hotel room when the maid

brings in your morning tea." Younger men favoured sleeping in boxer shorts, which were invented by the textile industry out of pyjama and shirt-offers.

Marks & Spencer, Britain's largest pyjama retailer, said that plain coloured pyjamas, especially in navy, wine, or bottle green, were the market leaders, although those of traditional regimental stripe had never entirely gone out of fashion: the company always stocked at least one range with traditional tie-die rather than elastic to keep up the trousers.

Pyjama, as a garment and a word, is a derivation from ancient India and Persia, meaning leg clothing. We say pyjama; but in America they say "pajama". Let's take the whole thing off.

EASTER EGG SHOCK

Our reliable source says that this year Easter eggs are definitely out, and that the brilliant colourful family game

SPECTRANGLE is in. The makers apologise to all children for not producing any edible SPECTRANGLES, but hope that these will be around next Easter. In the meantime stocks are being consumed quickly at W.H. Smith, Harrods, Hamleys, all leading department stores and good toy shops.

Downing Street brings in new faces

Police name man wanted over murder of soldier

By CRAIG SETON

POLICE have named one of the three men they want to question in connection with the murder of Sergeant Michael Newman in Derby on Monday. They said that Joseph Philip Paul Magee, 26, and the two other suspects were dangerous and could be armed.

Mr Magee, who comes from Northern Ireland, was named yesterday after armed police raided four homes in Derby, including that of his sister, Kate Magee.

Derbyshire police disclosed last night that four people had been arrested under the provisions of the Police and Criminal Evidence Act during the investigation of the shooting. The four were understood to have been detained on Monday, the day of the shooting. On Tuesday a magistrate gave permission for them to be held for a further period for questioning. They do not include any of the three men being sought in connection with the attack.

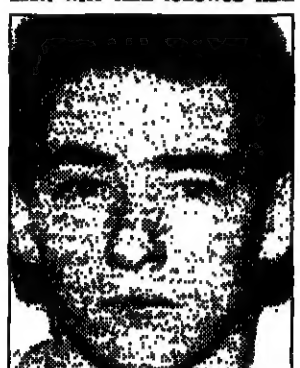
Don Davaston, an assistant chief constable of Derbyshire, confirmed that Mr Magee had previous convictions, including one for a firearms offence, and had been sentenced to a total of six years imprisonment at Belfast crown court in 1987.

It also emerged that Mr Magee, who has previously lived in co. Armagh, Northern Ireland, shared a house in

Silver Hill Road, Derby, with a local girl called Fiona and that they have a son, Seamus, aged about 12 months. Mr Magee regularly travelled between Ulster and Derby.

The RUC received a request from Derbyshire police yesterday to keep a lookout for him in case he returned to the province. Police in Northern Ireland say he had connections with the Irish National Liberation Army (INLA) but was not wanted by the RUC for any terrorist crime.

The INLA has admitted killing Sgt Newman, 34, a recruiting officer. His killer shot him once in the head with a small calibre handgun after he had left work at the combined Army and Navy careers office in Derby. Two men who had followed him



Magee: police say that he could be armed

escaped in a car driven by a third man.

Mr Davaston issued a photograph of Mr Magee and a description of two other men, one known as "Wacko". Both are said to speak with Irish accents and are believed to have been in Derby for some days before the killing.

Mr Davaston said that police in Britain and abroad had been notified and he asked for further public help in tracing the men. "Members of the public should take no action, but notify the police immediately. They are a danger." The firearm used in the attack had not been recovered.

Mr Magee is described as about 5ft 4in, slim and weighing about eight and a half stone. He has a fair complexion, blue eyes and thinning and receding short, straight, fair hair. He has a four-inch scar on his left leg and a scar on his right wrist. On his left arm is a tattoo of a heart with the letter A inside and the names Pat and Joe underneath.

The second man, Wacko, is aged between 22 and 25, 5ft 7in, and has short, light brown, receding and thinning hair. He has a round face and an athletic build and is tanned. He is clean shaven and occasionally wears gold-rimmed glasses. The third man is aged between 20 and 22, 6ft, of slim to medium build, with short, dark hair and a ruddy complexion. He has a Mexican-style moustache and the letter F tattooed on one forearm.

Police said that two men had followed Sgt Newman, a member of the Royal Corps of Signals, towards his car after he had finished work. After shooting him, they ran to a gold Ford Granada in which a driver was waiting. It sped off and was abandoned a quarter of a mile away. The three occupants escaped on foot.

Police said that the car may have been seen parked in the Northumberland Street area of Derby in the days before the shooting. Witnesses had seen one of the three running men lagging behind his accomplices, who shouted to him to catch up.

One of the houses searched by police was in Northumberland Avenue, in the Normanton area of Derby. Neighbours said that it had been occupied for about four years by Kate Magee, 30, who lived there with her son, Christopher, aged about eight. Police entered through the loft of a neighbouring property.

A neighbour, who asked not to be named, said that Joseph Magee was a regular visitor and had been there at the weekend. He often turned up with other men. She said that he walked with a limp caused by being shot in the leg. She added: "He was a nice polite chap."

A statement issued by the INLA said that recruiting officers were part of the "British war machine".



Searching: police frogmen on the fast-flowing Nidd, looking for a baby said to have been thrown in



Missing: Tara Calnan, aged five months

Police look for baby 'thrown in river'

POLICE yesterday searched a six-mile length of river for a girl of five months whose mother claimed that she had thrown the child into the water from a road bridge (Paul Wilkinson writes).

North Yorkshire police began an enquiry after detaining, at the Busby Stoop Inn, near Thirsk, on Tuesday a woman aged 30 who had allegedly telephoned home to say she had dumped her baby.

Det Supt Ian Peacock, leading the search for Tara Calnan, said yesterday: "We are keeping an open mind on

what might have happened to the child, but if what this woman tells us is true I am very fearful for its life."

Tara was allegedly thrown into the Nidd at dusk on Monday. The search was of a stretch from a bridge on the A61 at Killinghall to Knaresborough. Frogmen investigated the muddy waters, and officers with dogs searched the banks.

Police want to hear from anyone who saw the white Astra GTE car driven by the woman, who is single, and from Hinkley, Leicestershire.

Third person held after London raids

By RICHARD FORD AND NICHOLAS WATT

ANTI-TERRORIST detectives were questioning a third person last night held as part of a police investigation into IRA activities in Britain.

The arrests, under the Prevention of Terrorism Act, and the discovery of an arms and explosives cache could herald a breakthrough for police investigating a series of IRA attacks on the mainland.

The three were detained after enquiries and surveillance operations lasting seven weeks, according to anti-terrorist sources. A man and a woman held at a bungalow in Northolt, west London, late on Monday were being questioned at Paddington Green police station. A third person, believed to work for an estate agent, was arrested in north London on Tuesday night and is also being held at the police station.

The couple are known locally as Audrey Masters and Jimmy Canning. Their detention for 48 hours, before application to the home secretary for an extension, was due to run out last night.

After the arrests, police found an arms cache in a lock-up garage at Uxbridge, four miles from the Northolt bungalow. It is understood that the haul included 100 lb of Semtex explosive, 12 fire-

arms, including Kalashnikov rifles, and bomb-making equipment. The garage and two others in a row of 19 had recently been repossessed.

Morgan Williams, 21, whose flat overlooks the garage, said: "On Tuesday morning I saw about 15 police officers arrive. They removed about 12 plastic binliners and three blue and white boxes. They took photos of the garage door and went inside and started taking photos of the floor, walls and the garage doors."

Police are understood to be questioning the three people about IRA attacks, including the small bomb that exploded in Soho, central London, on April 6, causing damage but no injuries, and the bomb defused last June outside the Alfred Beck's Theatre in Hayes, west London. That device was timed to go off during a concert of the Blues and Royals military band.

Anti-terrorist sources emphasised that they believe at least two IRA active service units are operating on the mainland and an intensive hunt is still being carried out for those responsible for the weekend blasts in London and other attacks, including those on the rail and Underground networks.

Judge sets hostage taker free

A DISTRAUGHT husband who held medical staff and police hostage at a health centre after his wife's death from breast cancer was freed by the Central Criminal Court yesterday as "an act of mercy".

Outside court, Lance Williams, 36, a scaffolder, of Sutton, Surrey, vowed to continue his medical negligence claim against his wife Andrea's GP, Dr Patricia Carson, and the Westminster hospital where she was treated and died.

Passing a two-year sentence, suspended for two years and coupled with a supervision order, Mr Justice Leonard said: "You have escaped prison by the skin of your teeth but I have come to the conclusion it would be heartless. It's an act of mercy."

Williams had admitted two charges of false imprisonment at an earlier hearing.

Ringleaders await sentence as Strangeways trial ends

Fourth man convicted of jail riot

By RONALD FAUX AND RAY CLANCY

FOUR men found guilty of rioting in Britain's worst jail disturbance will be sentenced today. The ringleaders Paul Taylor, 27, and John Spencer, 30, together with Tiny Doran, 25, and James Miller, 31, were found guilty after a 12-week trial at Manchester crown court which ended yesterday.

Four others were cleared of taking part in the riot. Alan Lord, 30, Martin McLatchie, 35, Andrew Nelson, 22, and Brian Parke, 23, had all denied charges of riot, as had the four prisoners who were convicted.

After the final verdict on Miller was returned yesterday, Mr Justice Manton told the six men and six women on the jury that they could be excused jury service for life.

The court was told how violence flared during a Sunday morning chapel service at the prison on April 1, 1990, when Taylor grabbed a microphone from the chaplain

Noel Procter. Prison officers were overpowered, keys taken and the jail systematically wrecked. Spencer claimed from the witness box that he had planned the riot after receiving a beating from prison officers.

The cost of the disturbances is still being counted and estimates suggest that the final bill will be more than £100 million. The riot turned into a 25-day siege and prompted violence in other prisons, including Bristol and Dartmoor. An enquiry was ordered, which led to an overhaul of the prison system.

Unrest had been growing at Strangeways for some time. The Victorian jail was designed to hold 970 prisoners but when the riot started, there were 1,646 inmates, most sharing cells and locked up for 23 hours a day without proper toilet facilities.

Written warnings from

prisoners that violence was about to break out were slipped to prison staff. In spite of these signals, prison officers in the chapel were surprised and quickly overpowered.

During the siege, prisoners bashed in sunshine on fine days, threw tiles into the streets below and harangued journalists, police and prison officers with excuses for their actions. They shouted quotations from Byron and Marx.

The prison authorities were thrown into disarray over how to handle the riot. The subsequent enquiry by Lord Justice Woolf found that a plan, produced by Brendan O'Friel, the governor, to re-take Strangeways on the second day of the riot was rejected by Brian Emes, deputy director general of the prison service.

"I think prison disturbances will still occur from

time to time." Mr O'Friel, now chairman of the Prison Governors' Association, said: "Frankly, however good a system you run, you have very difficult people in combinations you occasionally have not anticipated. Then something very bad goes off. One just hopes nobody else has to face anything like that again." He said that too much change too fast was not necessarily the best way forward.

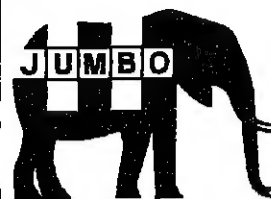
The Woolf report's analysis of prison conditions and of how the riot developed was an indictment of the state of Strangeways and the handling of the violence. Lord Justice Woolf said that inmates had repeatedly told the enquiry that, if they were treated like animals, they would behave like animals.

Improvements have since been made. Each prisoner has his own cell and proper sanitation.

RELAX WITH THE TIMES AT EASTER

WEEKEND TIMES

CHALLENGING CROSSWORD



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LOVE AFFAIR WITH FRANCE

Forget picturesque gites: is the British invasion of France about to drive the citoyens aux armes?

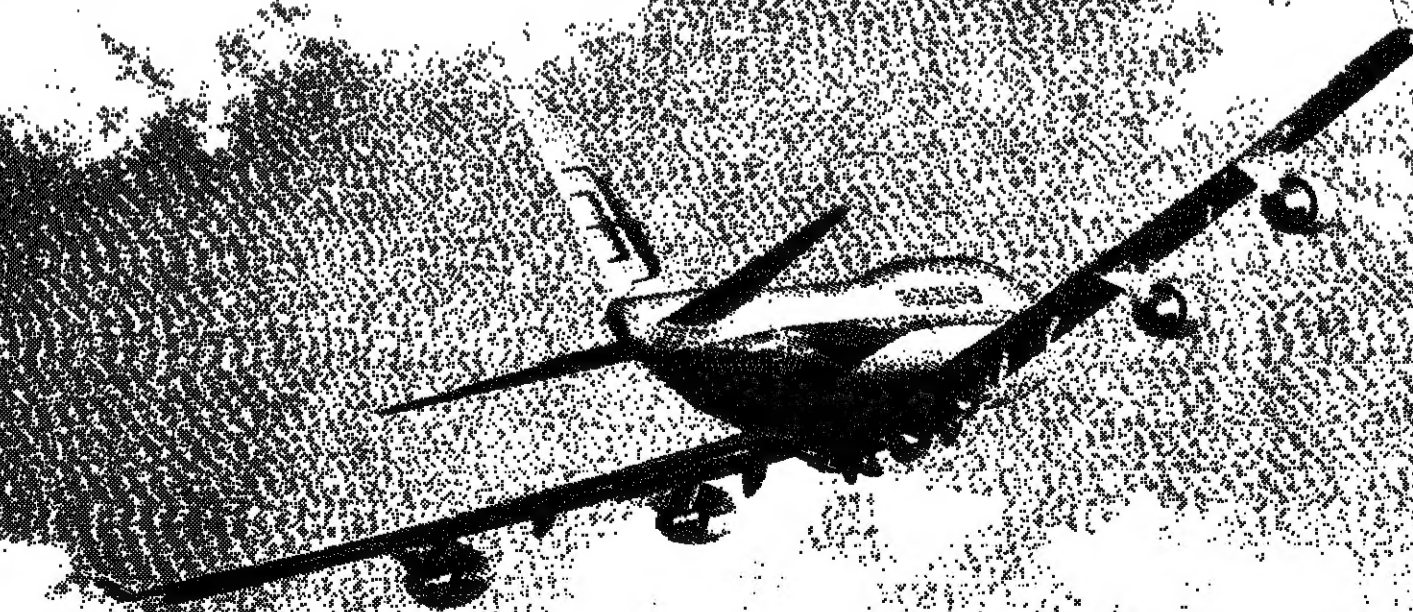
SATURDAY REVIEW

BLEASDALE'S FINEST HOUR



Forget writing: the most glittering prize of Alan Bleasdale's career was with Huyton boys' football team

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Prospect of woman Speaker presents Major his first test

By SHEILA GUNN, POLITICAL CORRESPONDENT

JOHN Major's first parliamentary test will be to decide whether to support the nomination of Labour's Betty Boothroyd as the first woman Speaker of the Commons.

Miss Boothroyd, a deputy speaker and an ex-Tiller girl, confirmed yesterday that she intended to put her name forward after the retirement of Bernard Weatherill.

Her decision appears certain to provoke the first contest between MPs for the post for more than 20 years. She has been encouraged by support from several senior Tory MPs, including John Biffen. He said: "Betty Boothroyd has been an effective deputy speaker. On ability and merit she now deserves to be speaker and I shall certainly support her."

Ted Heath, the new father of the House, is also on record as believing it would be "just and fair" to elect a speaker from the Labour benches. When the new parliament meets for the first time on

April 27, the first job of the Commons will be to pick the Speaker.

The prime minister has told colleagues that he feels that the new Speaker should be a Tory because the party won the election. The names most commonly mentioned are Peter Brooke, who has stood down as Northern Ireland secretary; Paul Channon, a former cabinet minister; Terence Higgins, former Treasury minister and chairman of the Commons Liaison Committee; and the former minister Sir Giles Shaw. None has served on the speaker's panel.

There is pressure on Mr Major to show "magnanimity in victory", as well as proving his determination to promote women to top jobs. The selection of Speaker is a jealously guarded right of backbenchers and the stance adopted by Mr Major will set the tone for the forthcoming session.

Margaret Thatcher was

snubbed in 1983 when she made clear that she favoured the former Tory chief whip Sir Humphrey Atkins (now Lord Colnbrook) for the post. The MPs opted for Mr Weatherill.

Yesterday Miss Boothroyd said: "If the House wants me, and they must decide, then I am prepared to be put at their service." She saw no reason why there should not be a contest, although the nomination had been unchallenged since Selwyn Lloyd took up the post.

Miss Boothroyd, 62, MP for West Bromwich, has been one of three deputy speakers since 1987 and served her apprenticeship with firmness laced with good humour. Her first ambition was to be a dancer and she spent a year as a Tiller girl. Later she became personal assistant to a series of MPs and peers before finding a constituency and entering Parliament.

Leading article, page 17



Ready to serve: Betty Boothroyd outside Parliament yesterday

Russia takes shine to Reliant Robin

By KEVIN EASON, MOTORING CORRESPONDENT

THE Reliant Robin has won its place in British motoring history as the transport for one of the nation's most popular comic characters and vehicle for a hundred motoring jokes. Yet to Russians it could represent a new breed of exciting motor car to rival the Lada for attention on the country's crumbling highways.

Executives at Reliant yesterday disclosed that they were negotiating to allow the Russians to build versions of their little 850cc cars for sale in the Commonwealth of Independent States.

A delegation travels from Moscow to the Midlands tomorrow for talks which could decide whether Reliant, the marque chosen by Derek "Del Boy" Trotter as the key mode of transport for Trotter's Independent Trading in the BBC series *Only Fools and Horses*, will tempt upwardly mobile Russian consumers.

The delegation, from Autokam, a conglomerate of manufacturing and trading companies, also wants to provide components for Reliants made at the company's headquarters factory at Tamworth, Staffordshire.

Lou O'Toole, managing director of Beans Engineering, which bought Reliant from the receiver last August, said yesterday: "We are at the earliest stages of negotiation but there does seem to be a chance that we could set up something between us."

Autokam, using cheaper labour, wants to provide components ranging from the glass reinforced plastic bodies to electrical parts. However, the company is also trying to find a model that will meet huge demand in a country where the waiting list for a car can be seven years. Consumers have the money but Lada, the principal producer, cannot meet the demand.

The Reliant would use the same 850cc engine that powers the little Robin three-wheeler, now enjoying a minor revival since Beans Engineering saved the company from closure.

The Tamworth factory is making 32 cars a week to order, mainly for customers looking for cheap, reliable motoring. Mr O'Toole says. Over the next few months the company will relaunch its Scimitar and Sabre sports cars.

Labour deputy leadership

Ex-waiter who serves the cause

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

JOHN Prescott stands out as one of the last working class heroes in a parliamentary Labour party swollen with former college lecturers, council bureaucrats and trade union officials from academia. The son of a railwayman, he failed the 11-plus and left school at 15 to join the merchant navy as a steward on cruise liners.

Opportunity beckoned in the shape of a union-sponsored place at Ruskin, Ox-

ford's trade union college, and a BSc in economics from Hull University. In 1970, at the age of 32, he was elected MP for Hull, where he lives with his wife Pauline.

More than most, Mr Prescott, 53, is a prisoner of his past and his prickly temperament. At Westminster, he is famed for his tea-room tiffs, most notably with James Callaghan over defence policy just before the 1983 election, and with various Tory backbenchers over slights real and imagined.

More seriously for his hopes of advancement, Mr Prescott has regularly fallen out with Neil Kinnock. Three years ago, he was strong-armed into withdrawing his challenge to Roy Hattersley for the deputy leadership, only to be publicly humiliated by Mr Kinnock a few hours later. He also clashed with Mr Kinnock over the Gulf war and his membership of the "supper club", a group of Labour MPs dedicated to curbing their party's support for the war.

Yet there is another side to him. He is hard-working, dedicated to his party's cause and never happier than when harrying some unfortunate minister.

He has an engaging candour and a rumbustious wit. Nicholas Soames, the leading member of the aristocratic tendency on the Conservative benches, has long amused himself by ordering another gin and tonic from the former Cunard waiter across the floor of the house. "I don't mind that," Mr Prescott told one interviewer. "Lord Carrington once said: 'Haven't we met somewhere before?' I told him: 'Yes, on a yacht in the Mediterranean when you were having lunch at the captain's table. I was the waiter.'"

Leftwinger with lots of nerve

ANN CLWYD

THE melodious tones of Ann Clwyd encouraging the local people to "Vote Labour" wafted across the rain-swept market square in Brecon, rudely interrupting Paddy Ashdown's highly publicised visit (Sheila Gunn writes).

In the event, the voters ignored both pleas and turned Tory, but the incident once again showed that Ms Clwyd has plenty of nerve.

The small, blonde leftwinger took on the male-dominated world of Welsh Labour politics to become the first woman to represent a south Wales mining valley. More recently, she travelled with virtually no protection into war-torn areas on the Iraq-Iran borders to see the plight of Kurdish refugees.

As a former journalist and broadcaster, she has the gift of lucidly describing, with sincerity, her findings on trips abroad as shadow overseas aid minister. That has offset the problem of her fierce opposition to nuclear weapons and her left-wing credentials.

Prudent socialist tempered ideology

By SHEILA GUNN, POLITICAL CORRESPONDENT

THE conversion of Margaret Beckett from hard-left trouble-maker into strict keeper of the public spending purse has been remarkable even by Labour party standards.

Today's smart, businesslike figure, vowing there would be no free-for-all under a Labour government, is the same woman who backed Arthur Scargill during the miners' strike, opposed the expulsion of Derek Hatton and Co and lashed out at Neil Kinnock for not supporting Tony Benn's deputy leadership bid.

Her background explains her initial left-wing tendencies but it can also be found the seeds of her prudent approach to money. The eldest of the three Jackson sisters, she was brought up in poor but politically aware surroundings in Ashton-under-Lyne, Greater Manchester. For Mrs Beckett, education and politics was the way out. She joined the Labour party in 1965 and, after a spell running the electron microscope laboratory at

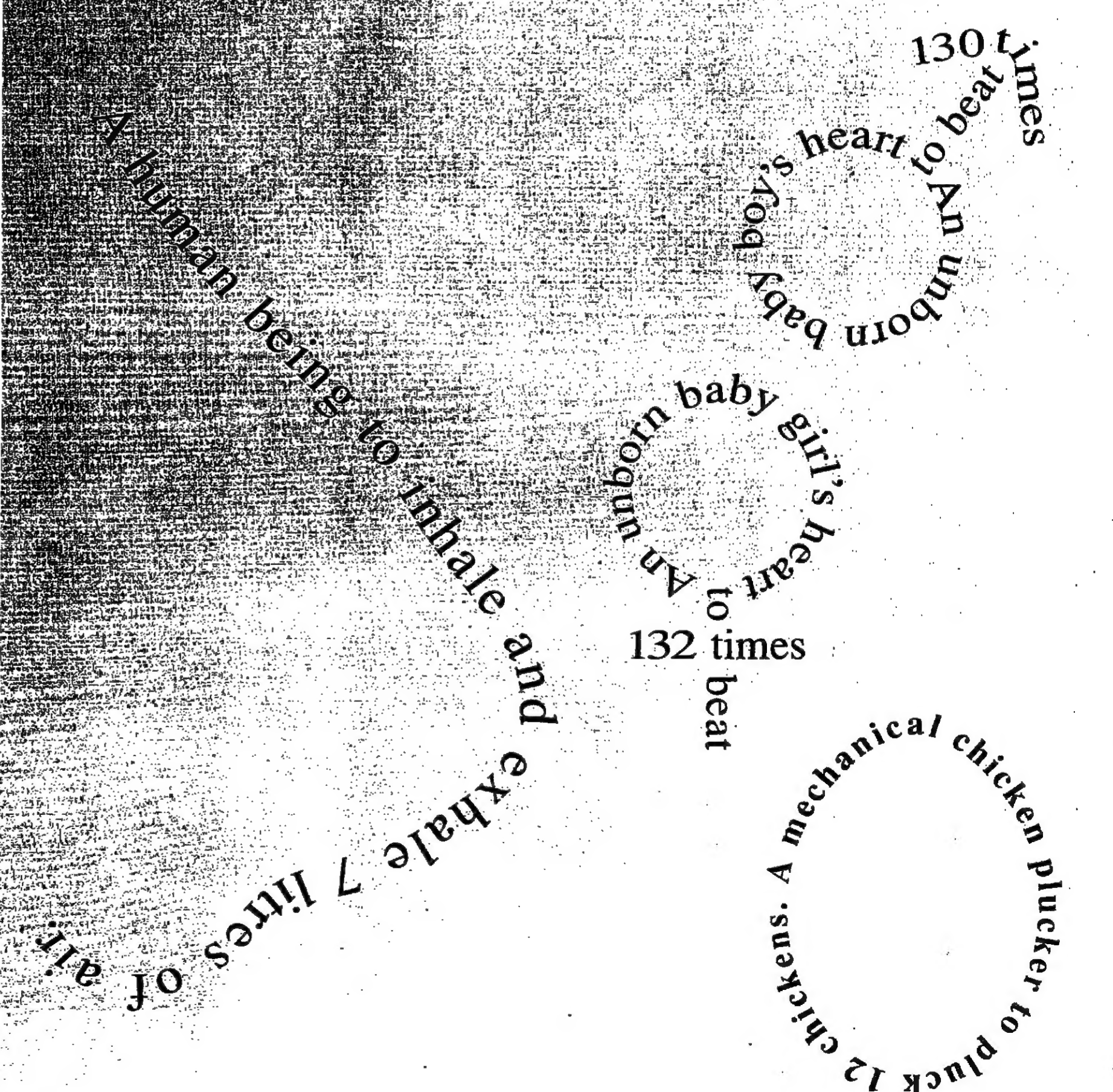
MARGARET BECKETT

Manchester University, opted for full-time politics in 1970 in Labour's research department. She won Lincoln in 1974 by only 984 votes. Within a few months she was in the whips' office, an avowed left-winger and member of the Tribune group.

In 1976 she accepted James Callaghan's offer to become junior education minister in place of Joan Lester, who resigned in protest at spending cuts. Three years later she lost her Lincoln seat but married local party chairman Leo Beckett, who now works as her secretary at Westminster. She returned to the Commons in 1983 after scraping through to win Derby South.

She resigned from the Campaign group in 1987 when it challenged Neil Kinnock's leadership and was later rewarded with the dubious privilege of controlling Labour's purse strings. The words most commonly on her lips nowadays are "when resources allow".

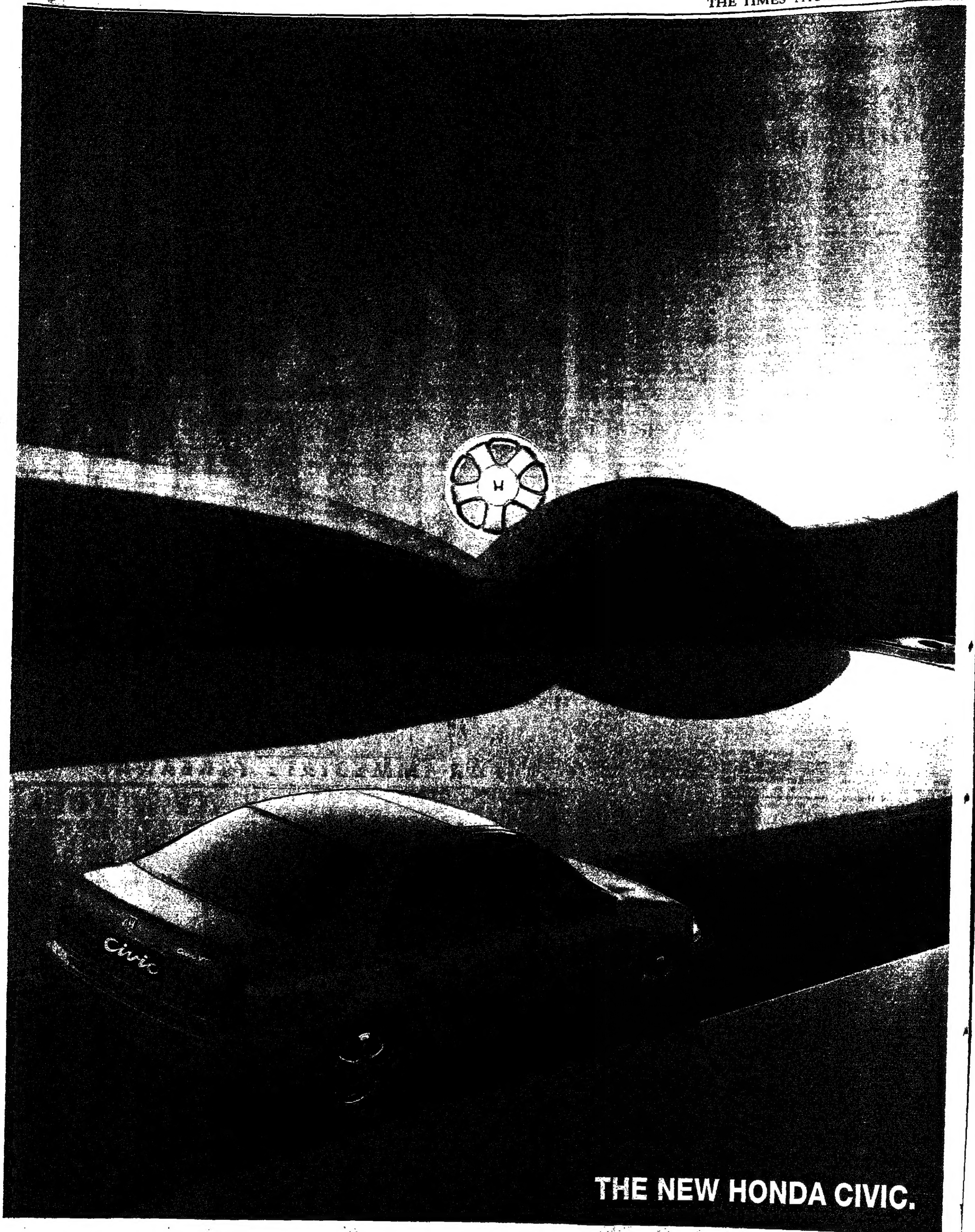
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Teachers at fee-paying schools hit by closures

BY JOHN O'LEARY, EDUCATION CORRESPONDENT

HUNDREDS of teachers at independent schools have lost their jobs or are facing redundancy, a teachers' union reported yesterday.

The Assistant Masters and Mistresses Association, which has the biggest union membership in independent schools, has recorded 256 redundancies from ten school closures in less than a year. Another 95 teachers in 51 schools are serving notice or appealing against dismissal.

Peter Smith, the association's general secretary, said that the threat of redundancy was growing in state and independent schools. He told the association's annual conference in Solihull, West Midlands, that at least 300 members' jobs were at risk in the state sector, and the number would increase.

Mr Smith appealed to John Patten, the education secretary, to review the operation of local management of schools. "I cannot think that any sensible educational reform would put large numbers of committed, dedicated and professional people under annual threat of redundancy. That cannot be the way to recruit, retain or motivate teachers."

The system worked well

where there was enough money to allow schools flexibility, but in too many cases its effects were damaging. "If you take the Skoda badge off a car and put on a Rolls-Royce badge it does not make it go any better."

Local authorities have forecast that more than 12,000 teaching posts will be lost during the next financial year. The association believes that teachers in small schools are particularly at risk.

"Day after day come fresh stories of proposals to ditch teachers by hard-up schools and school governors trying to balance the books," Mr Smith said. "Not so well publicised, but certainly just as distressing and serious, is the plight of teachers working in fee-paying schools. In many cases the matter is not even discussed. The staff arrive one morning, or receive in the post a letter announcing that the school has shut and they are out of a job."

The Independent Schools Information Service said that shortage of money was forcing governors to act. "If a school is struggling, governors have a difficult prospect facing them. If they disclose too early to parents that they are taking drastic measures, it almost ensures support for the school will ebb away. It guarantees the outcome they are trying to avoid."

Most of those to have closed in the past year are girls' schools. The largest numbers of redundancies have been at Oakdene School, Beaconsfield, and St Brandon's School, Clevedon, Somerset, where 56 teachers lost their jobs.

Several well known independent schools have cut teaching posts. Cheltenham College has a backlog of unpaid fees and Ampleforth College, near York, whose head teacher, Father Dominic Milroy, chairs the Headmasters' Conference, has had its pupil numbers fall. An association official said that at least 90 more redundancies were expected nationally.

Mr Smith said that preparatory schools were in most difficulty. Many could not easily afford the 7.5 per cent salary rise paid to teachers this month. "The notion that the independent schools are in a sort of velvet lined rut, absolutely immune to the pressures we have been talking about, is certainly not correct."



Father Dominic: head with falling school roll

NOW YOU CAN LOOK FORWARD TO A CHANGE IN THE WEATHER



Easter parade: two of the new collection of hats from Frederick Fox, milliner to the Queen, on show yesterday in London, where many of his royal creations from the past 23 years can be seen at the Sovereign exhibition at the Victoria and Albert Museum

Celebrities sign up for fight to save the milkman

BY MICHAEL HORNSBY
AGRICULTURE
CORRESPONDENT

SPORTS and showbusiness celebrities joined charities and the National Dairy Council yesterday to launch a campaign to save the daily milk round.

Over the past decade, supermarkets' share of milk sales has grown relentlessly. "Some 30,000 milkmen still deliver 17 million pints a day

to 12 million households throughout Britain," Peter Crowe, the council's milk publicity manager, said.

But doorstep sales are falling. Six out of ten households now have milk delivered, compared with more like nine out of ten a decade ago.

Paul Lacey, trade and marketing manager of Express Dairy, said that his company was committed to maintaining deliveries but he admitted that the service could become uneconomic if de-

mand fell too far. "We are trying to stem the tide before it gets out of hand," he said.

Jilly Cooper, Joanna Lumley, Esther Rantzen, Ernie Wise, Cliff Richard, Terry Wogan and Henry Cooper are among those who have backed the campaign, called Freedom - Friends Electing for Delivery of Milk. Its aim is to reverse falling sales by raising public awareness of the social benefits of doorstep delivery.

In a recent survey by the

dairy council, many consumers said that they preferred to buy from supermarkets because of the danger that milk left sitting on the doorstep would be stolen, go bad or signal to burglars that nobody was at home. The milkman's pint also costs more, typically 35-36p against 27-30p in the shops.

Kim Duck, of the charity Age Concern, said: "It is not just busy working mothers and large families that rely on their regular delivery of

fresh milk. For the elderly, the housebound and the disabled, the milkman's call is essential." Jean Boht, who plays Ma Boswell in the BBC comedy *Bread*, said that in rural areas the milkman might be the only person that pensioners living alone would see during the day.

Members of the public can support the campaign by ringing Freedom on 071-351 9656. The organisers hope to gather five million signatures over six months.

Debts may increase child abuse

BY OUR EDUCATION CORRESPONDENT

CHILD abuse may be increasing because of financial pressures on families, delegates to the Assistant Masters and Mistresses Association conference were told yesterday.

"The economy has been in recession, but child abuse figures have not," David Clout, a member of the association's executive and of Hertfordshire's child protection committee, said. "Certain types of child abuse cases may have increased due to the extra strains on family life caused by severe economic problems."

Mr Clout said that teachers could detect early signs of child abuse. About 40 per cent of suspected abuse cases were reported by schools. Nursery and primary teachers spent more time with some children than their parents and so knew them better, but most teachers were not trained in child protection.

The association's annual conference called for government funding for training, and agreed to provide support for members dealing with cases of abuse. Janet Burn, of Bushey Hall School, Hertfordshire, said that listening to a child's problems was emotionally draining and often brought back painful memories for the teacher concerned.

Court bans reporting of care case

The future of a boy aged ten placed by a London local authority in the care of his jailed mother's lesbian lover will be decided by a High Court judge in August.

The Official Solicitor, who protects the interests of those who cannot represent themselves, is being called in on the boy's behalf. Mr Justice Ewbank, the Family Division judge, yesterday banned further reporting of the case until at least August. Imposing an injunction, he said that the woman, who had a conviction for supplying heroin, and the boy had been pestered by reporters.

The judge said that there was obviously concern about the boy and, although the authority considered his situation to be "secure and stable", there would be a review of the case in August.

Funds abused by diplomat

Terrence Evans, 50, of Cobham, Surrey, a senior diplomat was jailed for nine months for using British High Commission bank accounts in Jamaica to make money on the country's black market. Evans pleaded guilty at Southwark crown court, south London, to eight charges of false accounting over a two year period from 1984 involving more than \$150,000 - about £88,000 at today's rates.

The court was told that he had used the profits largely to pay for improvements to High Commission residential property in Jamaica.

Queen award

Bohemian Rhapsody, the 1970s operatic style pop record by Queen and featuring the singer Freddie Mercury who died last year, has won the Ivor Novello award as best selling record of last year. The award, made by the British Academy of Songwriters, Composers and Authors, marked the record's return to the hit parade in November, three weeks after Mercury's death from AIDS.

Box in debt

The Box Tree restaurant at Ilkley, West Yorkshire, one of the few British restaurants to win a coveted rosette from the *Michelin Guide* has gone into receivership, with debts of £65,000. The business, which opened more than 30 years ago and has twice won the Egon Ronay Best Restaurant in Britain award, is to continue while a new owner is sought.

Secret millions

An unnamed man has won a record £2,137,917 jackpot from Littlewoods pools. The married man from south London has requested no publicity but in a statement issued through Littlewoods, said that he had only been doing the pools for six months.

Beefeater cleared of assault on guardsman

A BEEFEATER from the Tower of London was yesterday cleared of assaulting a guardsman in a dispute reminiscent of the War of the Roses.

A jury at Southwark crown court, south London, found Derrick Coyle, assistant ravenmaster at the Tower, not guilty of assaulting Sergeant David Ward, causing actual bodily harm. Recorder Cedric Joseph ordered that a not guilty verdict also be entered against a withdrawn charge of wounding with intent which Sgt Ward denied.

Henry Cleaver, for the prosecution, said that Mr Coyle, 47, who once served with the Yorkshire-based Green Howards, killed Sgt Ward, 27, from Lancashire, with a "flurry of blows" during a social evening at the Tower last October, after an exchange of remarks about their regiments and counties.

However, Mr Coyle, a beefeater since 1984, who lives at the Tower, claimed that Sgt Ward, serving with the Scots Guards, was drunk and that he had acted to protect his wife and son. Sgt Ward was later disciplined by his regiment for acting in a manner unbecoming and reduced in rank for three months.

The recorder told Mr Coyle: "We have heard a great deal about your good character. Obviously you will leave this court, to use an old-fashioned expression, without a stain on that good character."

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Angry Donaldson condemns 'campaign of calumny'

Judges attack Lane's critics

By RICHARD FORD, HOME CORRESPONDENT

THE judiciary strongly attacked critics of the criminal justice system yesterday for trying to make the retiring Lord Chief Justice, Lord Lane, a scapegoat for its failures.

On Lord Lane's last day in office, senior members of the legal establishment denounced the recent criticism from the media, public and politicians and made a coded attack on the Lord Chancellor, Lord Mackay of Clashfern, for failing to give him more support.

Lord Mackay did not join more than 60 judges, plus barristers and solicitors, who crowded into the Lord Chief Justice's court to pay tribute to Lord Lane after twelve years in the most senior judicial post in England and Wales. Lord Mackay was attending the first cabinet meeting of the new government. He issued a statement praising Lord Lane's contribution to the law.

Lord Donaldson of Lynton, Master of the Rolls, attacked critics of Lord Lane for running a campaign of false accusations. "I can give voice to the anger and disgust which we have all felt at the

campaign of calumny which has been waged against you in recent months.

"I have no doubt that you, like all judges, regard exposure to public criticism as an occupational hazard. But what has outraged all of us is the spectacle of attempts to make you the scapegoat for failures of the criminal justice system, the cause of which, however defined, lay outside your control or responsibility. That process has gone far beyond the point at which it could be excused as confusion of thought."

Lord Donaldson, 71, said



Lord Lane: unhappy at "orchestrated attacks"

that, in the eyes of the profession, Lord Lane would be seen as a great judge. He criticised "confused" newspaper comment after the announcement of Lord Lane's retirement. "Judges, it appeared, should be required to retire at the age of 70, if not earlier. But a Lord Chief Justice who decided to retire just before his 74th birthday was apparently 'taking early retirement'."

Sir Nicholas Lyell, the attorney-general, said that it was the overwhelming feeling of the profession that difficulties which had come to light in recent years had been unfairly blamed on Lord Lane. "These burdens have been heaped far too heavily and wrongly at your lordship's door. We are all anxious that this be not allowed to obscure the huge contribution you have made to the administration of justice."

Gareth Williams, chairman of the Bar, delivered what was seen as a rebuke to Lord Mackay. He said: "There may be some in high places who may have a momentary pang that the support you might reasonably have looked to and fairly ex-

pected was not fully and freely forthcoming."

Lord Lane spoke of the pressures of working against a background of "orchestrated and ill-informed attacks" on the judiciary. "Too few people realise that the independence of the judges is the one thing that stands between John Citizen and the abuse of power by governments. It is only when that independence has been eroded that its true value is appreciated."

Lord Lane, whose successor Lord Taylor takes over after the Easter law break, ended his career as one of the most criticised lord chief justices this century. His retirement follows a series of miscarriages of justice and a disagreement with the government over its efforts to break barristers' monopoly of audience in the higher courts.

He is credited with bringing order and consistency to sentencing policy. He ended the legal position that a man could not rape his wife, and favoured non-custodial sentences for petty offenders.

Leading article, page 17
Law reports
L&T section, page 18



Love's labours: the actor Edward de Souza and the soprano Gillian Humphreys prepare for a performance of *Shakespeare & Love* at Southwark cathedral, south London, next Thursday, the 428th anniversary of the bard's birth. The Shakespeare Globe Centre will also present three other events

Halogen light 'poses cancer risk'

By NICK NUTTALL
TECHNOLOGY
CORRESPONDENT

QUARTZ halogen lamps, increasingly being installed at home and at work, may put people at risk of skin cancer, researchers are claiming.

Studies on mice exposed to light from such lamps have found that skin cancers develop. The researchers say that the levels of exposure, although high, were close to those that some people might experience at work.

The findings, by Silvio De Flora and Francesco D'Agostini, of Genoa University, Italy, are published in *Nature*. They confirm studies with bacteria that showed that light in the high-frequency wavelength emitted by quartz halogen lamps, caused genetic mutations.

In the animal experiments, four hairless mice were kept under normal lighting, and four others were exposed for 12 hours a day to a 12 volt, 50 watt, quartz halogen lamp 50 centimetres away from them. A further four mice were exposed to an identical lamp shielded with transparent plastic. After 12 months, all the mice exposed to the unshielded lamp had mild, mostly non-malignant, skin cancers. None of the other mice had developed cancers.

Osmar, a firm that makes the lamps, rejected the findings. It said that studies had shown there was no risk. "In conventional office applications, an eight-hour day under halogen lamps is equivalent to a ten-minute stay in the summer sun."

North wins war museum

The Imperial War Museum has chosen Hartlepool for a new maritime-based branch which is expected to cost at least £10 million to build.

The museum, announced yesterday in conjunction with the town and Teesside Development Corporation, which expects to raise the money, is to open in 1995, in time for the 50th anniversary of the end of the second world war.

Dr Alan Borg, director-general of the Imperial War Museum, said the new site would be part of Hartlepool's developing marina.

Climber dies

Francis Pearson, 55, of Eilon, Grampian, died after falling into the sea while climbing a 100ft rock stack with his son at the Bullers of Buchan cliffs near Cruden Bay, Grampian. Mark Chinery, 30, who lives near by and tried to rescue him, suffered hypothermia.

Titanic death

Bert Dean, 82, whose family decided to board the Titanic on April 15, 1912, only at the last moment, has died in Southampton exactly 80 years after surviving the sinking, in which 1,500 people, including his father, died.

Fans honoured

A £100,000 memorial garden, dedicated to the 95 people crushed to death at Hillsborough, was opened in Sheffield on the third anniversary of the disaster. Its gates are scale copies of those to Liverpool's Anfield ground, bearing the words "You'll never walk alone".

First night makes audience miserable

By RONALD FALK

THE provincial premiere of *Les Misérables* at the Palace Theatre in Manchester turned out to be a sad occasion confirming the show's sobriquet of The Glum.

The performance, on Tuesday night, had to be abandoned when one of two barricades, essential to the plot and weighing three-and-a-half tonnes, refused to move. The compressor that propelled it across the stage and into position failed.

Throughout an extended interval technicians tried to repair the machinery but the barricade remained, as any good barricade should, stubbornly immovable. The capacity audience of 2,000 was then told by Cameron Mackintosh, the show's impresario, that it was impossible for the production to continue.

It would have been too dangerous for the 20 technical stagehands to try to manhandle the barricade into position, and without it Victor Hugo's story of the siege of Paris would have lacked authenticity. Instead, the entire cast assembled on stage and sang the final number, many of them in tears. The audience stood and applauded.

The production is claimed to have broken provincial box office records with ad-

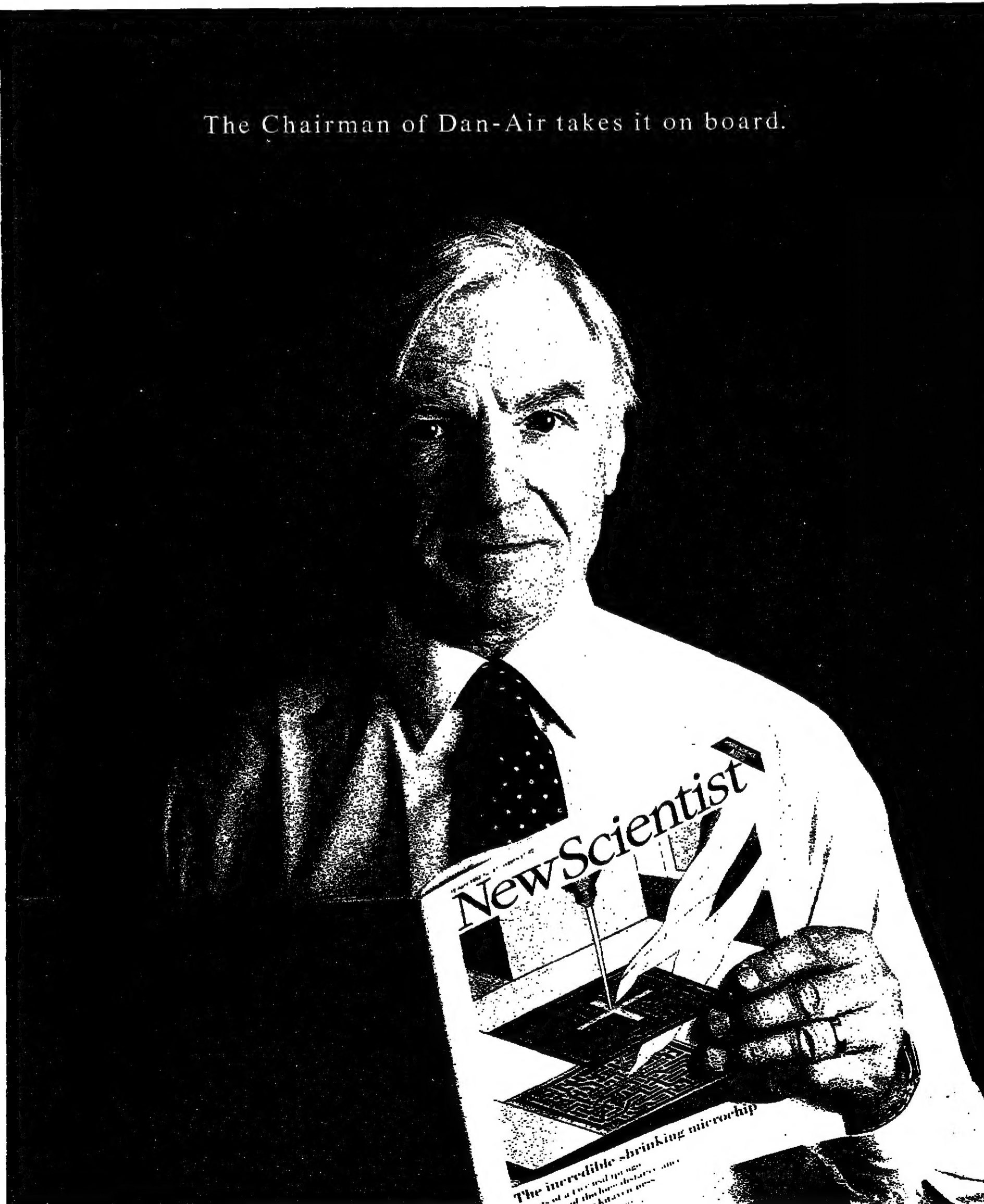
vance bookings of £4.5 million for its Manchester run, which could extend beyond October 10.

Andrew De Rosa, general manager of the Palace Theatre, said that a replacement compressor was being brought from Huddersfield and he hoped that the second night of the £2 million production would go ahead unhindered. "It was an extremely unfortunate breakdown but the audience was wonderful," he said. "A lot of them were in tears as well. They will be offered alternative tickets or their money back."

Technical hitches and uncooperative machinery are the bane of artistic endeavour. When *Les Misérables* was performed on Broadway a faulty computer halted the show.

Old theatre hands might recall the case of the elaborate sea shell that snapped shut on the Goddess Venus, who was sitting in it during a production of a Wagner opera. The shell closed revealing a sign that said: This Side Up. The safety curtain quickly descended and muffled cries could be heard as the opera's hero sank to his knees trying furiously to prise open the shell.

In the annals of theatrical mishap, a recalcitrant barricade is of small moment.



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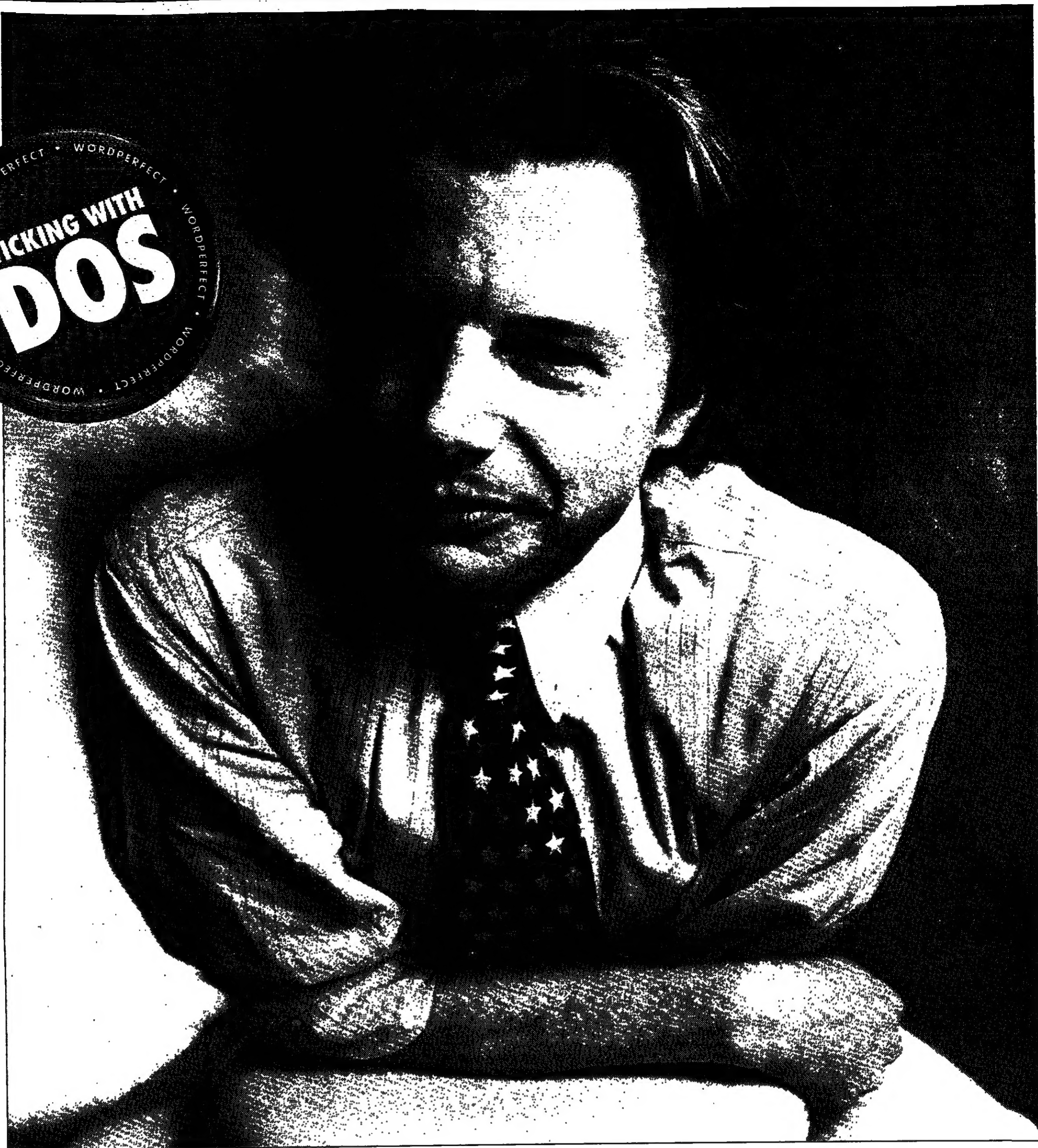
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West heaves sigh of relief as deputies in Moscow congress agree to pact over reforms

Compromise leaves Yeltsin on course

FROM BRUCE CLARK IN MOSCOW

RUSSIA'S government last night brought sighs of relief from Western leaders and world financial markets by withdrawing its threat to resign and pronouncing itself satisfied by a compromise resolution on President Yeltsin's reforms endorsed by the supreme legislature.

"The reason for our resignation has been removed," said Aleksandr Shokhin, the deputy prime minister, after the conservative-dominated Russian congress voted by 578 to 203 on a text that mitigated its previous motion of censure. The apparent healing of the breach between the cabinet and the legislature should pave the way for Mr Yeltsin, who has kept out of public view since Friday, to return and preside in a spirit of relief, if not triumph, over the final sessions.

However, the government's victory was far from clearcut, and the vote left in place two contradictory decisions, so almost any faction was able to

claim some satisfaction. Mr Yeltsin indicated his approval of the compromise by telling Yegor Gaidar, the deputy prime minister and architect of a plan to transform the Russian economy to a market system, in a telephone conversation that he "fully supports the government and does not accept the resignation of the cabinet". The conversation was reported by Tass quoting government sources.

The new resolution reaffirms the decisions of last autumn's congress, under which Mr Yeltsin is given a virtually free hand in choosing ministers until December. But the opposition is expected to continue arguing that last Saturday's decisions, which would have obliged Mr Yeltsin to cede considerable power to parliament much sooner than that, remain valid. At the urging of Russian Khasbulatov, the parliamentary chairman, parliament reaffirmed Saturday's wide-ranging censure of govern-

ment policy while adopting new language that substantially watered it down.

The government took satisfaction from the fact that the new resolution backs the need for economic reform and a market system, enjoins the public to show restraint and self-sacrifice, rules out a return to the command economy and acknowledges the need for financial discipline.

The resolution also acknowledges, in a key concession, that parliament's earlier recommendations of a much more generous social policy should be introduced, with account taken of current circumstances — which is open to almost any interpretation.

The situation was ambiguous enough for hardliners to be claiming that they had not suffered a defeat. Sergei Baburin, a Communist deputy and one of the leading activists in the conservative opposition, said: "There are no winners or losers in this battle."



Housewife heckler: a Muscovite berating Russian MPs on their way to the Congress yesterday, where they backed economic reforms

However, chunks of communist language have been dropped quietly from Russia's basic law, reflecting a reluctant admission of defeat by the hardline camp which can count on nearly half the votes in the 1,000-strong assembly. While Mr Baburin described the resolution as "having value only for the

media and of no practical importance whatever", Vladimir Lukin, the new ambassador to Washington, described it as a "great victory" for the democratic camp.

Despite the confused language approved by parliament, Western governments were expected to focus on the fact that Mr Gaidar seems to

be content with the compromise. Nicholas Brady, the US Treasury secretary, had told him on Tuesday that a promised Western credit line of \$24 billion (£13.6 billion) would be in doubt if responsible economic policies were abandoned.

Earlier yesterday there was depression in the conservative

opposition camp over its failure to rally deputies against the government at a time when economic reform is causing almost unbearable hardship. Vladimir Isakov, an ally of Mr Baburin, said that "the opposition has been unable to introduce radical changes in the course of the government".

The congress, which is still expected to end this week, has failed in one main task, that of approving at least in principle a constitution for the Russian state. It has barely scraped through the even more urgent job of making the minimum number of amendments to the old communist constitution.

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Russians horrified by serial killer

A language teacher accused of 55 murders has gone on trial in Rostov, writes Bruce Clark

Those Russians who describe their country in its pre-perestroika days as a quiet, predictable and law-abiding place should derive some food for grave reflection from the extraordinary murder trial that has just opened in Rostov-on-Don.

Andrei Chikatilo began his activities as a serial killer in 1978, during the "stagnation era" of Leonid Brezhnev, and continued steadily and without interference for the next 12 years. The way in which this outwardly respectable citizen sexually assaulted, killed and mutilated a total of 55 people has revolted even hardened criminal investigators, several of whom asked to be taken off the case.

There were shouts of outrage from victims' relatives yesterday as the court went into its second day of considering the 55 murders of women and minors of both sexes to which Chikatilo, an apparently normal teacher, has confessed. An elderly woman described him as "a damned soul" and an "evil sadist" as other witnesses struggled with police in an effort to break through to the cage where he was detained.

Since his arrest in December 1990, the former Russian language teacher has been kept in an isolation cell to protect him from fellow prisoners and vengeful policemen, one of whose colleagues was among the victims. Security forces in Rostov, a sleazy city with a reputation for a high crime rate, deployed 50 senior detectives and 500 officers on a case in which they claimed to have conducted at least routine checks of 200,000 people.

Although the killings took place as far afield as Moscow, St Petersburg and Yekaterinburg, most of the victims' remains were discovered in the woods alongside a local railway line running from Rostov to the town of Zverev. Hundreds of plainclothes policemen rode the train and roamed the woods in the guise of fishermen or mushroom-pickers. Policewomen boarded the train dressed as "down-and-outs" — to whom the killer appeared to be attracted — in the hope that he would show himself.

But a turning point in the investigation came when the police concluded that the killer was more likely to be an "ordinary" citizen than a person with a record of crime or sexual deviance. It is the seeming grey normality of this married man, aged 56, with grown up children and several grandchildren, that has filled Russian television viewers with horror. He could so easily be the man next door.

Spanish strike threatens holidays

Madrid: A strike by hotel, restaurant and bar staff in mainland Spain and the Balearic islands called for today and tomorrow threatens to affect the Easter break for tens of thousands of British and European holidaymakers (Edward Owen writes).

The government, alarmed over Madrid's image during its fourth month as Europe's cultural capital, yesterday gave the cleaning companies and the unions 72 hours to go to binding arbitration.

Zonur, the Majorca-based association of Spanish tourist hotels, said yesterday that it had instructed its members to maintain minimum services and had asked for police protection from pickets who may try to stop non-union employees. Pedro Pascual, the association's secretary-general, said: "We do not think the strike will be widely followed."

Ruling deplored

Paris: Pierre Bérégovoy, France's prime minister, said he was "wounded" by an appeal court ruling that an order by Paul Touvier, wartime militia chief in Vichy, to execute Jews and synagogue leaders, was not a crime against humanity. (Reuter)

Schools closed

Rome: Schools throughout Italy closed a day early for the Easter holidays when 1.2 million teachers staged a one-day strike in pursuit of a 10 per cent pay rise. The government wants to keep a settlement to the 4.5 per cent rate of inflation. (Reuter)

Boycott sought



Brussels: Brigitte Bardot, above, who has long defended animal rights, called for a boycott of Expo '92 in Seville unless Spain takes immediate steps to end the killing of animals during the country's traditional holidays. (AFP)

Pope appeals

Rome: The Pope, at his weekly general audience, appealed for world leaders to help ease the suffering of the Iraqi people. The Baghdad government has blamed United Nations sanctions for causing widespread hunger and suffering. (Reuter)

Cold cuisine

Paris: The French eat out about three times a week and spend almost 20 per cent of their food budget in restaurants and canteens. But they drink less cheap wine, and eat five times more frozen convenience foods than they did in 1979. (Reuter)

reforms



where they backed economic reform

They were in fact... against... reform... economic... reform...

Spanish strike threatens holidays

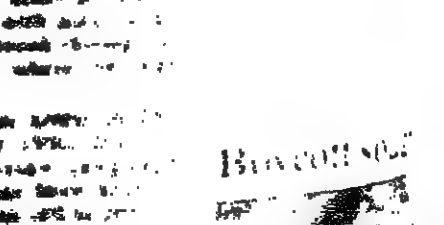
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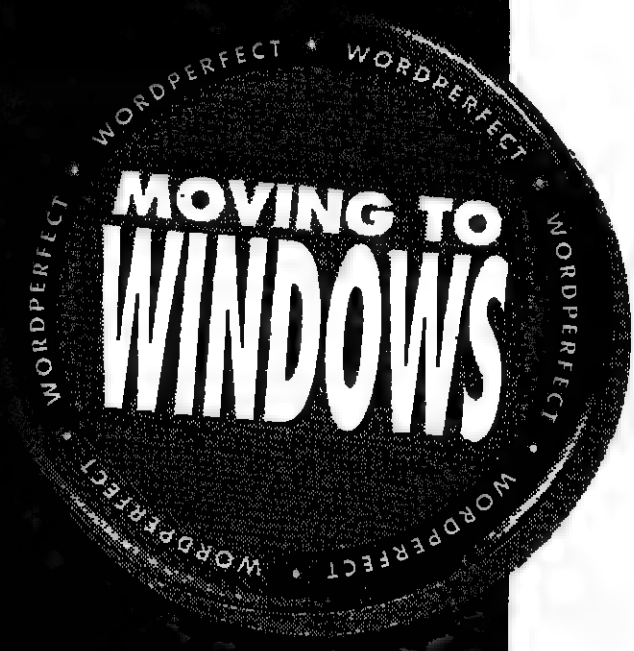
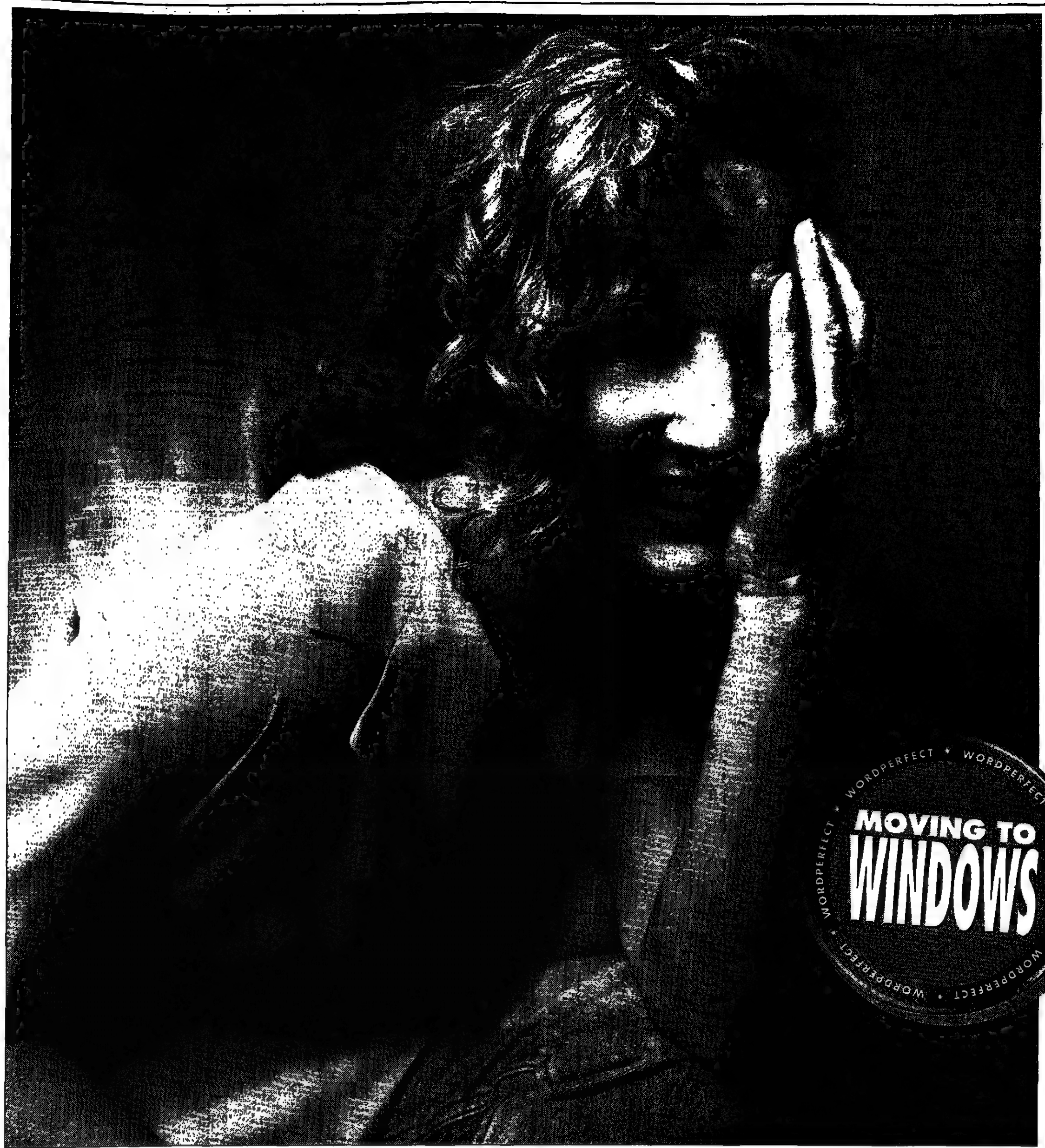
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
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 I was so excited about Windows I couldn't wait to get the last of the DOS programs off my hard disk. Except I kept starting documents in Windows, only to give up and go back to WordPerfect®.  Then when WordPerfect released their Windows version, it was like going home for me.  In theory, one Windows program should feel pretty much like the next one.  In practice, the only one that feels right to me is WordPerfect.

WordPerfect

West aims to isolate a defiant Serbia

FROM MARTIN FLETCHER IN WASHINGTON AND TIM JUDAH IN SARAJEVO

THE Bush administration is consulting Britain and other European partners urgently on joint action to try to halt Serb incursions into Bosnia-Herzegovina.

Washington and its allies are aiming to achieve Serbia's international isolation unless it desists. To that end the Conference on Security and Co-operation in Europe (CSCE) has threatened to suspend Serbia's membership.

Arriving in Belgrade yesterday, Cyrus Vance, the United Nations special envoy, ruled out the dispatch of peace-keeping forces but appealed for an end to the fighting. "The situation in Bosnia-Herzegovina is very, very serious and is causing us great



concern," he said before meeting Serbia's military leaders and Slobodan Milosevic, the hardline communist president. "War is not the answer. It will be ruinous to all sides." The UN has been willing to deploy peacekeeping forces into trouble spots where a ceasefire was being

observed, but not with fighting still in progress. Members states have been determined that their troops should not become participants in conflicts they have been sent to resolve.

James Baker, the US Secretary of State, met Haris Siladzic, the Bosnian foreign minister, in Washington on Tuesday and was said to be have been shaken by Mr Siladzic's graphic descriptions of the "mass massacres" of innocent civilians by Serb forces. What was happening was "extraordinarily tragic and outrageous," Mr Baker said.

America has delivered what he called a "very strongly worded protest" to the Serb leadership. He called Douglas Hurd, the foreign secretary, and other European governments this week to discuss joint action. The situation dominated a meeting between Lawrence Eagleburger, Mr Baker's deputy, and the immediate past, present and future presidents of the European Community, including Britain, in Washington on Tuesday. No country is prepared to send in troops. Instead they are exploring ways "to bring home to the Serbs that they are internationally isolated and condemned," said one official. The Serb assault followed formal American and EC recognition of Bosnian independence earlier this month. "Everyone feels a sense of responsibility," said the official, not least because Bosnia was now a sovereign state. America's intervention contrasts with its earlier willingness during Yugoslavia's violent disintegration to let the Europeans take the lead.

On Tuesday the State Department said the US "strongly supports the territorial integrity of Bosnia-Herzegovina" and condemned its destabilisation by Mr Milosevic, the Yugoslav military and militant nationalist Serb leaders inside Bosnia.

British unit, page 20.



Prayer for peace: a Roman Catholic nun and women from Listica in western Herzegovina praying while an air-raid siren alerts citizens to an attack. After more than a week of fighting thousands have left their homes

Gaullists demand European unity poll

FROM PHILIP JACOBSON IN PARIS

AS CONTROVERSY grows over President Mitterrand's plan to push French ratification of the Maastricht treaty through parliament in the summer, the Gaullist RPR party said yesterday that it would fight for a decision to be put to a referendum.

Jacques Chirac, the president of the RPR, made it clear that the party would seek specific guarantees from M Mitterrand before its members would consider a favourable response in the referendum it seeks. These concern the perceived threat to French sovereignty from the Maastricht provisions dealing with a single currency, votes for EC citizens in French local elections and common visa policies.

The hostility of France's largest opposition party to M Mitterrand's decision to take the parliamentary route had been expected, although M Chirac is anxious to avoid coming down against the Maastricht treaty on principle. The RPR's campaign is likely to gather further support from the Communists, the extreme right-wing National Front and the Greens. A handful of ultra-nationalists in the other main conservative faction, the UDF, may also abandon its pro-European line.

Under the process outlined by M Mitterrand, members of the national assembly and the senate will debate the constitutional issues and put forward joint bills to be debated at a combined special session of parliament in Versailles. If the required two-thirds majority is not achieved, the president intends only then to call a referendum.

But Valéry Giscard d'Estaing, the pro-Europe head of the UDF and a former president, is adamant that, if parliament fails to agree, it is constitutionally not possible for the president to continue the fight.

Germany flounders as drug trade soars

FROM IAN MURRAY IN BONN

LEIPZIG is winning an unwelcome reputation as a cheap place to buy drugs, according to Dieter Gottschall, the city's deputy police chief. Giving statistics yesterday showing a steep rise in offences since unification, he said that there were virtually no resources to combat growing organised crime.

The number of reported fraud and robbery offences had risen by 170 per cent over the year and cases of willful damage had soared by more than 400 per cent. Herr Gottschall was particularly worried about the potential growth of the drug market. Because eastern Germany was considerably poorer than western Germany, prices for heroin on the streets of Leipzig were half that in Frankfurt, he said.

"The number of drug offences in Saxony is lower than we originally thought, but it can only be a question of time before it starts rising. The

local point of police work is still prevention, but the first drug-related death was registered last year in Dresden."

Police say drugs are being brought over the border from Poland, where they suspect criminal groups have set up factories to supply western Europe. Police admit they are having no success in stopping drug smuggling. The federal criminal police, which runs the German anti-drug squad, last year seized 1.6 tonnes of heroin, double the amount in 1990 and six times the amount in the last year before the Berlin Wall came down.

Helmut Kohl, the chancellor, has written to Poland and Russia asking for co-operation between the secret services of the three countries in the war against drug barons and international crime.

Bernd Schmidbauer, a senior official from the Bonn chancellery, has been instructed to hold exploratory talks on the idea in Warsaw and Moscow.

Man and madonna stilled Etna

A Tuscan-born volcanologist has monitored the volcanic eruption since January, Paul Bompard writes

THE drama of Zafferana, the town in the foothills of Etna which for over a week was menaced by a tide of lava erupting from high on the slopes of Europe's most active volcano, has begun to subside. Yesterday, the 100-yard wide wave of semi-solid incandescent lava, which had advanced to within 750 yards of Zafferana and destroyed two small outlying buildings, ground to a halt and began to cool.

The townspeople gave thanks to Zafferana's patron protector over the centuries, the Madonna of Providence, who has comforted the town's inhabitants through a history marked by earthquakes, epidemics and volcanic eruptions. But they also gave thanks to an earthly saviour in the shape of Franco Barberi, the volcano-

logist and professor who has masterminded the operation to prevent the lava engulfing Zafferana. At 6,000ft, on a plateau 4,000ft higher up the mountain than Zafferana, work continued yesterday under Signor Barberi on an ambitious and unprecedented project to direct the stream of lava in harmless directions. Teams of American naval engineers were building three steel platforms which will be placed over an opening in a tunnel which the lava has built around itself as it flows downhill. Each platform will be loaded with 50 four-tonne concrete blocks,

known as "Beirut busters" built by the Americans of the nearby Nato base as anti-terrorist barriers. The platforms will then be tipped into the lava stream in the hope that the concrete blocks, heavily chained together, will form a plug in the stream of lava. Signor Barberi, 53, is president of the National Volcanological Group and chief consultant for the civil protection ministry. A native of Pisa in Tuscany, he has spent the past four months living in a cottage at 6,000ft on Etna. He has monitored the eruption since it began in earnest in January, and was among

the first to warn of the threat to Zafferana. Despite cautious optimism, often bordering on pessimism, the lava flow has stopped by itself. Some give the credit for this not to the professor but to the Madonna of Providence, a force as mysterious as the 1,000°C molten magma from the bowels of the earth.

Alfio Cantarella, 61, who in 1954 emigrated to Australia and in 1979 returned to farm a small pear, peach and cherry orchard just outside Zafferana, looked at the black wall of still warm lava as it stood on the very edge of his land, just singeing the trunks of the trees furthest uphill. "I was lucky, or perhaps it was thanks to the Madonna," he said, and looked grimly towards the black mass only a few yards uphill.

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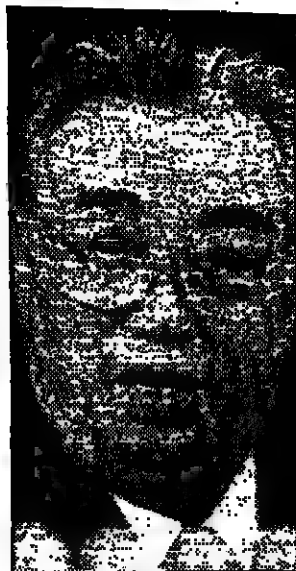
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Birthday banquet sweetens Kim's approach to America



Kim: may return more American remains

KIM Il Sung, North Korea's Stalinist dictator, marked his 80th birthday yesterday with a conciliatory message to the United States in a newspaper interview. However, he also used the occasion to deliver a typically defiant anti-Western speech to his people.

Speaking at a gala banquet in Pyongyang, before the rigidly-controlled birthday celebrations got under way, President Kim told his people that despite the "gloating" of the West over the collapse of communism in the Soviet Union, North Korea would remain on "the road of independence".

However, in a long interview with *The Washington Times*, a newspaper owned by Sun Myung Moon, the South Korean founder of the Unification Church, Mr Kim said he was eager to "bury the hatchet" with America.

Kim Il Sung used his 80th birthday celebrations to signal that he is now ready to end North Korea's isolation, Jamie Dettmer writes from Washington

Mr Kim said he was eager to "bury the hatchet" with America. "There is spring between the people of our country and the people of the United States, spring begins."

He said he wanted an American embassy opened in North Korea as quickly as possible. To signal his good will, the "Great Leader", as he is known in North Korea, promised to send back to the United States more remains of American soldiers killed in the Korean war. "I think it

the correct thing from the humanitarian point of view," he said.

President Kim's interview comes only a few days after North Korea outlined for the first time its nuclear reactor programme to the International Atomic Energy Agency and promised to allow international inspectors into its facilities. Washington, which fears that Mr Kim is pushing hard to develop a nuclear missile capability, has long demanded inspections of North Korea's nuclear instal-

lations. A senior State Department official said yesterday that Pyongyang was moving on the nuclear issue "faster than anyone believed possible, but slower than we would like".

North Korea's increasing international isolation since the fall of communist regimes in the Soviet Union and Eastern Europe was emphasised in dramatic form yesterday by the modest number of guests attending President Kim's birthday celebrations. The main guests were Yang Shangkun, China's aged president, and Prince Norodom Sihanouk, a Cambodian leader who had lived in exile in Pyongyang for several years.

The gifts from the outside world for the Great Leader

were also less than overwhelming: a silk banner from Swaziland, Namibia's ruling party, honorary citizenship from the Ivory Coast and a message of loyalty from one of North Korea's token parties.

China, Pyongyang's last big ally, came up with the most sensible gift for impoverished North Korea — hundreds of tonnes of pork.

President Kim also gave himself a further title to add to the string of epithets that North Koreans use when mentioning him. As well as the Great Leader, Beloved Leader, Ever Victorious Captain of the Korean People, the Greatest Genius Humankind Has Ever Had and Outstanding Leader of the Revolution, President Kim is now Generalissimo as well, a title fa-

voured by Latin American dictators.

During yesterday's celebrations in Pyongyang, which included a ceremony at the 60,000-seat Kim Il Sung stadium and dancing in the giant Kim Il Sung square, the Great Leader looked fit. Thousands of students performed gymnastics in the stadium and the crowds in the stands used lettered cards to produce revolutionary slogans and messages of praise for Mr Kim. Factories and offices were closed for the day, although shops remained open. North Korean officials said that many people during the day would visit the 35,000 or so Kim Il Sung statues littering the country. State Department officials yesterday reacted cautiously

to President Kim's "bury the hatchet" message. They argue that North Korea, which was founded by President Kim in 1948, could become even more unpredictable as the Great Leader's son, Kim Jong Il, aged 50 and known as the Dear Leader, takes on more responsibility. The Dear Leader is seen in Washington as being at worst psychotic and at best just dangerous.

● Tokyo: North Korean state television aired a lengthy report on what it described as the country's experimental nuclear power plant at Yongbyon. Pyongyang says the plant is for non-military research. The United States, South Korea and Japan fear it is building a crude nuclear bomb. (Reuters)

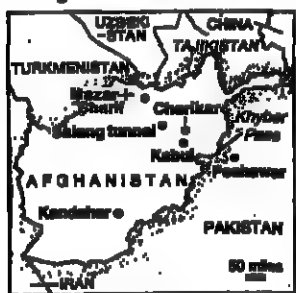
Mujahidin capture air base near Kabul

FROM CHRISTOPHER THOMAS IN KABUL AND OUR FOREIGN STAFF

PRESIDENT Najibullah of Afghanistan has lost control of one of Afghanistan's principal air bases to renegade troops and mujahidin fighters, demonstrating that the military is starting to crumble and that Kabul itself is vulnerable. Russia has ordered most of its diplomats to evacuate immediately.

Mujahidin forces headed by Ahmad Shah Massoud have secured their hold over the Bagram air base, just over 30 miles from the capital. Almost the entire northern half of the country has now fallen out of the government's control as soldiers, from generals to conscripts, continue to desert.

Other small mujahidin groups evidently shared in the conquest of Bagram, and different groups within the army divided their support among them. Mr Massoud's forces, the most militarily effective of the many rebel factions, show no signs of preparing to attack the capital. Besides Bagram, they hold the nearby towns of Charikar and Jabel-us-Saraj, taking them close to Kabul.



The two principal power brokers in Afghanistan are now Mr Massoud, a Tajik, and his mujahidin rival, Gulbuddin Hekmatyar, a Pashtun. Mr Hekmatyar, a fundamentalist, still has huge stocks of arms given to him by America, which ended military and economic aid on January 1. But he is not in absolute control of his men, who answer to individual commanders in the field. Mr Massoud is not so well-equipped, but his forces are

more disciplined and have good supply lines from their stronghold in the northeast. Tajiks do not have the Pashtuns' historic reputation for plunder and destruction: indeed, Mr Massoud's men have sent word to Kabul that the city's 1.8 million people have nothing to fear from him if he does attempt to enter the capital. Mr Hekmatyar's officials have given similar assurances, if less convincingly. Perhaps the greatest danger is that the two groups, along with smaller rival factions, might fight over control of the city, bringing devastation.

Benon Sevan, the special United Nations envoy on Afghanistan, met mujahidin leaders in Pakistan yesterday to try to persuade them to let the UN peace plan go forward. It is obviously in deep trouble, and could be swept away in a mujahidin power struggle, leaving Afghanistan without any central authority. Mr Sevan is expected in Kabul shortly to assess the hope of saving the UN plan for installing a 15-man transitional ruling council in the capital to assume power from Mr Najibullah.

Afghanistan is now hovering between peace and chaos. Much depends on whether rival rebel groups can reach understanding among themselves. Deserting generals are making peace pacts with mujahidin commanders all over the country, aware that power is shifting decisively away from the present moribund Kabul regime. These pacts have brought peace across most of northern Afghanistan. Kabul is practically all that is left to fight over.

The city might be finished as a capital in any real sense. The country is evidently reverting to the patchwork of warlords and rival fiefdoms that it has historically almost always been. The power structure that eventually emerges in Kabul will almost certainly have limited jurisdiction over the rest of the country.

Queen of hotels jets off to jail

Charles Bremner finds little sympathy for the woman who dodged \$1.7 million in taxes

NEW YORK had a sardonic farewell yesterday to Leona Helmsley, the billionaire "hotel queen" who personified the greedy 1980s, as she jetted off on board her private Boeing to register at her new hotel, a federal prison in Kentucky.

The fun of extracting moral lessons from Helmsley's downfall was all the more acid for ordinary citizens because the court had ordered her to start her four-year sentence on April 15, the deadline for the filing of federal income tax returns. "Her crime was in believing her wealth and power set her above the law and exempted her from normal standards of decency," said *New York's Newsday*.

Helmsley, 71, was whisked by limousine from her Boeing 727 at Louisville and driven before dawn to the redbrick prison in a 30-acre park at Lexington, which houses women needing medical services. For at least two years, until she is eligible for parole, she will sleep in a dormitory and help in the housekeeping and other light chores. She will wear a blue uniform and have few possessions.

Though a far cry from her mansion or her penthouse on Central Park South, she will have access to television, a recreation room and playing fields and a telephone for 16 hours a day. In a last gesture, her hairdresser visited her penthouse to give her a short prison perm. She then said she was prepared to meet her fate.

Known, accurately or not, as the woman who once said "only the little people pay taxes", Helmsley is undoubtedly paying a price for casting herself in her own advertising in the 1980s as the epitome of the regal and demanding empress of the city's most luxurious hotels. Here were the only establishments where "the queen stands guard", said the cap-



Clipped wings: Leona Helmsley, who flew to start a four-year sentence in a Kentucky prison yesterday

tion under the image of a tiara-wearing Helmsley looking like an Americanised version of the British monarch. A property agent, she took on hotel management after marrying Harry Helmsley, the billionaire tycoon whose property includes the Empire State building, 20 years ago.

Helmsley won little sympathy by staging a two-year battle to stay out of prison which included employing a string of excuses and claims that she was being made a scapegoat. In a last-ditch court appeal on Tuesday,

Alan Dershowitz, the celebrity lawyer who represents her, evoked the Last Supper and offered to turn over her hotels to the poor and "solve New York's homeless problem single-handed".

The suggestion, quickly withdrawn by Mr Helmsley's company, prompted the tabloid press to round up the tramps and propel them towards the reception desk at the Helmsley Palace. "I wouldn't mind living in the penthouse," said one Dino DiAngelo. "Maybe then I could get a woman and have some fun by the

pool." Newspapers likened the offer to Donald Trump's attempt to "buy" Mike Tyson out of his jail sentence.

Mr Dershowitz pleaded that Helmsley was being sentenced to death, because she suffered from a heart condition. Mr Helmsley, who is 83 and was spared prosecution because he suffers from mental and physical infirmity, was also certain to die, he said.

Mr Dershowitz, who also represented Tyson and earlier made his name winning the freedom of Claus von Bulow, the socialite accused

of murdering his wife, still insists that Mrs Helmsley's evasion of \$1.7 million (\$965,000) in taxes by declaring personal expenses as business costs, was the fault of her accountant.

Trial testimony chronicling the opulent Helmsley way of life has entered New York folklore, among it the vision of Helmsley frolicking, Marie-Antoinette style, with pet lambs at her Connecticut mansion while an outdoor stereo system, charged as a business expense, wafted music across the swimming pool.

Japanese germ-war crimes 'ignored'

Tokyo: Japan's public television network has unearthed new evidence from Russian and American archives on how key members of the Japanese army's secret germ-warfare unit escaped prosecution as war criminals after the second world war.

The documents detailed experiments carried out by the Japanese on prisoners of war in Asia, such as deliberately infecting a prisoner with anthrax and conducting a surgical examination of the organs while the victim was still alive, NHK television said. The evidence, according to the programme, showed that the US military obtained data from the tests in exchange for shielding the perpetrators from prosecution after the 1946-1948 Tokyo war crimes tribunal.

NHK aired the documentary evidence this week in its series *Modern History Scoop*. (Reuters)

Beirut protests

Beirut: Lebanese cities were brought to a standstill by demonstrations calling for the dismissal of the government. Marchers said its corruption and excessive spending was causing economic difficulties. Schools, shops and offices stayed closed.

Business freed

Hanoi: Vietnam's National Assembly has approved an amended constitution that frees private business after decades of central economic planning. It also allows farmers the right to transfer and inherit land use, but not to own the land. (Reuters)

Evidence fails

Port Moresby: Robert John Suckling, an Australian-born former health minister of Papua New Guinea, has been acquitted of a 1989 murder after the presiding judge ruled that there were flaws in the way police handled scientific evidence. (Reuters)

Syrian pledge

Ankara: Syria, accused by Turkey of backing the separatist Kurdish Workers party, has promised to act against the group, Ismet Sezgin, the Turkish interior minister, said in Damascus. Syria had offered to provide a list of the guerrillas. (Reuters)

Death threats

Port-au-Prince: Monique Thebaud, director of Haiti's central bank, says she has received death threats warning her to keep silent about the disappearance of \$2.5 million (£1.4 million) in a deal with Norgulf, a Texas-based oil firm. (AFP)

HIV spreads

Hanoi: At least 57 people in Vietnam were infected with HIV, which causes Aids, by the end of last year, up from 41 in December 1990, the *Nhan Dan* newspaper said. Most are Thai fishermen. No Aids cases have been reported. (Reuters)

Woman spared

Vernon, Connecticut: A woman has received probation for shooting her fiancé in the chest after he abruptly cancelled their wedding after invitations had been printed. The judge said it was unlikely that Carrie Mone, 47, would act violently again. (AP)

Keep it clean

Jerusalem: Mordchai Eliahu, the chief rabbi of Israel, has ruled that because the American dollar bears the motto "In God We Trust", the notes must be treated like holy documents and kept in pockets when in an unclean place. (Reuters)

Israeli undercover squad's tactics come under fire

FROM PAUL ADAMS IN JERUSALEM

WHEN Philip Jones and Alish Cantwell exchanged life in the southeast of England for the Israeli-occupied West Bank, they had few illusions about living in the midst of a frequently ugly Arab-Israeli conflict.

But several months of exposure to the eruptions of violence that punctuate life in Hebron did little to prepare them for the sight of a Palestinian youth being shot down by an Israeli undercover unit. "It was just like watching something off TV," said Miss Cantwell.

The two volunteers were returning home late on March 29. They watched from the shadows as a masked youth ran up to a blue van that had just been stoned. "He came up around the side to the driver's window and hesitated for a moment," Miss Cantwell said. "He ran across in front of the van to a wasteground behind a school. And as he was running he was shot down."

The shots came from a group of soldiers, disguised in traditional Palestinian women's costume, who burst out of the van as the youth fled.

"It was all slightly surreal," Mr Jones said. "There were all these people, dressed as women, carrying caps, wearing baseball caps... It was rapidly clicking that it was the special forces."

The existence of special undercover units of the army has been common knowledge since last summer, when state-run television aired a news film showing soldiers donning make-up and women's clothing before arresting Palestinian suspects. But recent months have seen a disturbing rise in the number of Palestinians being killed by such units. Palestinians and foreign observers have accused them of deliberately gunning down suspects.

UN officials also express concern at reports that in one case special units were seen wearing orange jackets similar to those worn by UN staff in the occupied territories.

Moshe Fogel, the army's spokesman, said the recent deaths were due to an increase in the number of armed attacks by Palestinian activists. "It is at best hypocrisy and at worst a lie that more Palestinians are being killed

because of these special squads," he said. "The real reason they are being killed is because they are using arms."

The youth from Hebron, Issam Ghaith, survived, despite being shot in the head and back. Jamal Rashid Ghanem, aged 22, from the village of Shuweikah, near Tulkarem, was less fortunate. Neither was armed. Ghanem was killed shortly after taking a corner kick during a football match, in full view of fellow players and spectators. Military sources say he was shot trying to flee, after being warned to stop. They say Mr Ghaith had tried to attack the driver of the van.

The army's rules for arresting suspects state that he must first be ordered to stop and that shots can be fired in the air. Only if he then continues to flee can soldiers open fire, and then only at the legs. But Mr Jones and Miss Cantwell challenge the official version of Mr Ghaith's shooting, while those playing football with Ghanem say he was deliberately killed. His body had three bullet wounds in the back, and two others, in the chest and forehead.

Colony prefers Patten

FROM JONATHAN BRAUDE IN HONG KONG

LEADING Hong Kong figures were surprised yesterday by reports that Chris Patten had been offered the job as the British colony's last governor, but said they preferred an unknown quantity like Mr Patten to Dr David Owen, also tipped for the office. Some doubted that Mr Patten would be ready to sacrifice a political career to spend five years away from London.

There is a split in Hong Kong between those who think an experienced Foreign Office hand would be the best choice in the run-up to the handover to Chinese rule on June 30 1997, and those who favour a break with tradition and the appointment of a high profile statesman.

The colony has long accepted the fact that governors are appointed directly by the prime minister with no prior consultation with Hong Kong and irrespective of their familiarity with the territory or their popularity here.

Martin Ivens, page 16
Leading article, page 17

Winnie Mandela forced to quit as ANC welfare chief

FROM GAVIN BELL IN JOHANNESBURG

WINNIE Mandela's decline and fall gathered momentum yesterday when she was compelled to resign as head of the African National Congress's social welfare department, her most important office.

Defiant to the last, she protested that she did not commit the violent crimes that have been alleged against her and blamed her downfall on those who wished to destroy her and discredit the ANC. She was speaking at a news conference two days after Nelson Mandela, her husband and president of the ANC, announced that they were separating. An ANC official said that questions would not be permitted. "If you ask questions, you will be ignored," he said.

Mrs Mandela spoke of her devotion and loyalty to her husband and the ANC throughout the years of her persecution by apartheid governments, and said she remained committed to the welfare of the oppressed and impoverished people of South Africa. She made no reference to her split with Mr Mandela beyond saying: "My husband has been the



Mandela: spoke of her devotion to husband focus of my life and my love throughout our marriage and continues to be so."

False allegations and "persistent and sensational remarks" had been intended to weaken the ANC, she said. Referring to her conviction last year on kidnapping and assault charges, she added: "I have always maintained my innocence, and there is an appeal pending. My request that the matter should be left in the hands of the courts has not only been ignored, but appears to fuel the desire of

those who wish to destroy me and to discredit the ANC. Their campaign of vilification has created a difficult situation for the ANC, my husband as its president, and myself.

"In view of all these considerations, I have asked the ANC to relieve me of my duties as head of the department of social welfare."

She claimed she had been dissuaded by close comrades from resigning earlier. But ANC sources said she had been under intense pressure from the executive committee, of which she remains nominally a member, to quit her welfare post.

The militant Azanian People's Organisation (Azapo) claimed yesterday that it could provide a witness who would support allegations that Mrs Mandela was personally involved in the murder of a prominent Soweto doctor three years ago.

● MPs suspended: Four white MPs of the liberal Democratic Party were suspended from the parliamentary caucus for holding talks with the ANC about the possibility of joining forces.

ملک و ملت

Effect of UN action will not be felt for two years

FROM CHRISTOPHER WALKER IN CAIRO

SANCTIONS imposed on Libya yesterday were primarily of psychological rather than practical effect, and it is likely to take two years before they may cause more than inconvenience.

Arab neighbours rallied to help Colonel Gaddafi find land and sea routes to circumvent the air embargo which most Islamic governments (with the possible exception of Iran) were expected to enforce. Italy sent up warplanes to warn off an attempted overflight by Libyan Arab airlines.

In Egypt, extra security and immigration personnel were sent to the land border, which was reopened last year after a long dispute. Arrangements were made for a shuttle bus service between refurbished provincial airports at Tobruk in Libya and Sidi Barrani on the Egyptian coast. In Cairo's Ataba

Square, buses and Libyan taxis were ready to make the five-hour journey to the border crossing at Sahum. Bus fares of 100 Egyptian pounds (£18) were on offer. On the walls of the Libyan embassy, garish posters depicted the American bombing of Libya in 1986.

Tunisia, anxious to exploit the commercial possibilities, was preparing for increased air traffic at Sfax and the holiday island of Djerba, both a comfortable drive to Tripoli while in the Libyan capital, officials announced plans for a new daily hovercraft service to Malta.

Egyptian workers carrying battered cases said the sanctions would make no difference to their plans to work in Libya. "The people who will be hit hardest are the foreign workers and the fat cats who could afford the air fare in the first place," said Muhammad Awad, a Cairo driver.

In the run-up to the deadline, Libya has been stockpiling food and medicine and transferring capital from Europe to banking havens in the Gulf and Far East. Most of its imports, ranging from toiletries and clothes to hardware, come by land and sea routes not covered by the sanctions. Oil is pumped through three large pipes to the Mediterranean and shipped to western Europe.

The sanctions were described yesterday by Douglas Hurd, the foreign secretary, as "persuasive" rather than "punitive". But it was hard to find an Arab not convinced that they were only the first step on a road which could end in violence. A Libyan official in Tripoli said he was now awaiting "the next turn of the screw".

But sanctions on Libya could never be expected to bite if oil was not included. Such a move would incur resistance from Italy and Germany which rely heavily on Libyan light crude. Because of its type — it is environmentally highly valued — cannot easily be substituted. The chances of enforcing a full embargo were seen as thin and likely to drive a damaging wedge between Washington and the European Community.

From the Gulf to the Atlantic, Arab commentators are convinced that President Bush was looking for pre-emptive military showdown. Anger at what was seen as the bullying of a fellow Arab was exacerbated by a feeling that double standards were being applied, with no similar pressure on Israel to fulfil the terms of UN resolutions, demanding the return of Arab land seized in 1967.

Even normally apolitical Arabs said that the West was looking for Colonel Gaddafi's overthrow. Ironically, his internal position might well be strengthened if he resists sanctions and portray them as a "Christian and Jewish" crusade against the Muslims.

Germany imports about 17 per cent of its crude oil from Libya, which is the country's largest supplier after Britain and republics of the former Soviet Union (Ian Murray writes).

German companies have been increasingly shy of investment in Libya since 1989, when American intelligence revealed that a factory near Rabta which could be used for chemical-weapon manufacture was being built with German know-how.

Libyan defiance, page 1
Diary, page 16



Raids remembered: Libyan children wearing black scarves to mourn their parents, who were killed in the American bombing of Tripoli six years ago. But unlike the angry anti-American demonstrations of 1986 following the attacks, the mood yesterday was one of despair

Traders await next turn of the screw

Libyans feel that Colonel Gaddafi has again got them involved in something not in the country's best interests, Marie Colvin writes

THE mood in Tripoli's main souk yesterday was one of despair rather than defiance. Absent from the Libyan capital were the angry demonstrations that became a daily occurrence during the country's confrontation with the United States in 1986. Instead, merchants began to worry about their business slipping away with the imposition of United Nations sanctions.

Trade at the souk off Green Square in central Tripoli remained brisk. Air sanctions mostly affect foreign travellers; businessmen drive in their goods from Tunis and Egypt. Stalls in the labyrinthine market place did a busy trade in cheap Tunisian cloth and goods from Cairo. Women tried on gold bracelets and necklaces.

This trade is fairly recent. Until 1988, imports were strictly monitored and most stalls in the souk were shuttered. The universal theory from Colonel Muammar

Gaddafi's "Green Book", "partners not wage-earners", prohibiting employment as a form of slavery, remained in force. But business has burgeoned since 1988, when Colonel Gaddafi personally drove a tractor into custom posts on the borders with Tunisia and Egypt and announced the frontiers were open. Traders now can import as much merchandise they want with no difficulty.

Yesterday, merchants and customers gossiped in the sunshine about what would happen next. They had been hopeful in the past few days that a compromise would be found over the United Nations resolution demanding that Colonel Gaddafi surrender the two Libyans suspected of the Lockerbie

bombing or face air, arms and diplomatic sanctions. Now the fear is that Libya will return to isolation.

"We are waiting for the next turn of the screw," said Khled, who sells colourful Tunisian silk cloth from a small cubicle. He and others are worried that the sanctions which partly grounded Libyan planes yesterday and resulted in Italy, Belgium, France, Germany, Sweden, Denmark and Japan expelling Libyan diplomats will be followed by more severe restrictions, such as an embargo on Libyan oil, the country's main source of income.

There is a strong feeling among Libyans, both officials and private citizens, that their country has been unfairly singled out for punish-

ment. "The West wants Gaddafi's head," one Libyan said. "This problem has nothing to do with Lockerbie. Nobody thinks about the people here. Libyans just want a peaceful life."

Few in Libya believe the American and British demand for the surrender of the two Libyans is fair. "If Libya asked to extradite two American citizens, do you think the world would back us like this?" a Libyan businessman asked yesterday.

However, many people are fed up with Libya's involvement in actions that bring Western condemnation. They feel Colonel Gaddafi has once more got them involved in something which is not in the country's best interests. Privately and quietly, understandable given the large numbers of secret police on the streets, many Libyans agonise about how Libya could be a rich country with tourists bringing in foreign currency if only they had a different regime.

Libya has about three million citizens and exports about one million barrels of oil daily. Most of the income goes to the military and revolutionary causes around the world.

There is little chance this grumbling will go any further than the dark back rooms of souk stalls, where it is offered over cups of sweet tea. But Colonel Gaddafi hears the ripples of dissatisfaction and since the Lockerbie bombing he has increased the power of the revolutionary committees, comprising of young men raised on his slogans. In recent months they have even gained sway in the military, probably the only likely provenance of any move against the Libyan leader. He knows the form all too well: Colonel Gaddafi plotted the coup that brought him to power in 1969 while he was a young colonel in the Libyan army.

A duty officer at the Libyan embassy in Moscow said no officials were available to comment on the departures, but said the officials would be working today. At Moscow's sole international airport, Sheremetyevo-2, the only scheduled flight yesterday to Tripoli was postponed until today. There was no unusual activity at the airport. Libyan payments on its debt to Russia, estimated at about \$3.5 billion (£2 billion), are likely to stop soon.

Russian military advisers to leave

By OUR FOREIGN STAFF

RUSSIA is to withdraw hundreds of military experts helping the Libyan army, the Russian embassy in Tripoli said yesterday.

"We asked the advisers to prepare their luggage in anticipation of the departure home," a spokesman for the embassy said. He added that there were about 1,500 advisers and 350 dependents.

A later report from Moscow said that some advisers had begun flying home, and that former Soviet diplomats were expected to follow soon.

Since the beginning of the 1970s, after Colonel Muammar Gaddafi came to power, Russia has been Libya's main supplier of arms and military experts. The United Nations sanctions designed to force Libya to surrender two suspects in the Lockerbie bombing impose a ban on arms sales and the providing of military training to Libya.

The spokesman said the date for the departure of advisers and their families would be set after the necessary arrangements had been made. "We will try to do it without causing any inconvenience for them," he said. "The possibility of special flights is now under consideration and this will need consultations with the UN Security Council."

Russia said on Tuesday it would abide by the sanctions and would remove the advisers gradually.

Sergei Yastrebnsky, a spokesman for the Russian foreign ministry, said yesterday he did not know when Libyan diplomats — whose exact number was not known — would leave Moscow.

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Many carriers stand to lose business

Tripoli: More than two dozen foreign airlines operate scheduled services to Libya, which yesterday came under a United Nations Security Council air embargo.

The national carrier, Libyan Arab Airlines, operates from Libya's two international airports, at Tripoli and Benghazi, and 10 smaller civilian airports, which handle domestic flights only.

The list of foreign carriers includes the following Arab airlines: Air Algerie, Tunis Air, Royal Air Maroc, Egypt Air, Royal Jordanian, Syrian Arab Airlines, Middle East Airlines and Sudan Airways. European: Air Malta, KLM, Lufthansa, Olympic Airways, Swissair, Alitalia, Aeroflot, Austrian Airlines and the Bulgarian, Czechoslovak, Polish, Romanian, Turkish, and Yugoslav carriers. Others: Biman of Bangladesh, Korean Air and Pakistan International Airlines.

Libyan Arab Airlines flies to the following cities: Accra, Alexandria, Cairo, Algiers, Amman, Amsterdam, Athens, Belgrade, Brussels, Budapest, Casablanca, Damascus, Dubai, Frankfurt, Istanbul, Jeddah, Karachi, Khartoum, Larnaca, Madrid, Malta, Moscow, Ndjamena, Niamey, Nouakchott, Paris, Prague, Rome, Sofia, Tunis, Vienna, Warsaw, Zurich. (Reuters)



Grounded: planes standing idle on the tarmac at Tripoli airport after the imposition of sanctions

Opposition groups pose little threat

OPPOSITION groups are trying to present themselves as credible alternatives to Colonel Muammar Gaddafi, the Libyan leader, if he falters under the international pressure now being brought to bear on him. But the evidence of their past history and present bickering does not augur well.

The National Front for the Salvation of Libya, the leading opposition party, headed by Muhammad Yusuf al-Magari, begins its third national congress in Dallas, Texas, tomorrow. Formed in October 1981, the front has never quite recovered from its premature action in April 1984 when its military wing misread as a signal for a coup attempt the Western antipathy to Colonel Gaddafi after

Bickering among Libya's opposition does not bode well for any takeover from Colonel Gaddafi, Andrew Lycett writes

the murder of Yvonne Fletcher, a woman police officer, in London. Known as the Libyan National Army, the military wing has close links with the United States, where it is maintained as a quasi-Contra force, more threat than realistic fighting outfit.

The front's politics remain amorphous, part Western liberalism, part Islam. To counter recent defections, it promises a new political programme in Dallas.

At the front's centre is Major Abdel-Moneim al-Houni, Colonel Gaddafi's former foreign minister, who fled to

Cairo in 1975. He convened the Libyan National Salvation Committee in 1986. This body, which evolved into the National Alliance, broke down in January 1988 over the question of a deal with moderate elements around Colonel Gaddafi. A rump, under Mansour al-Kikhia, another former foreign minister, has faded from view.

Instead, attention has turned to Islamic groups, which are strong in neighbouring Tunisia and Algeria. Abdullah Bou Sinn, the head of the Libyan Muslim Brotherhood, is based in London,

where he has been joined by defectors from the national front. Unlike the front, however, the brotherhood has been low key in its political pronouncements. But a measure of its importance is that 500 Muslim political activists are in Libyan prisons.

A bit player on the opposition platform is the Manchester-based Libyan Constitutional Union, headed by Muhammad al-Ghalboun. The union maintains close ties with the mainly exiled Libyan royal family and has championed the cause of Crown Prince Hassan al-Senusi, who lives in London.

A new group, the Libyan Front of Democratic Forces, recently began issuing statements from Tripoli, but remains an unknown quantity.



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AIR FRANCE

The China syndrome

Martin Ivens on the last governor of Hong Kong

The material rewards on offer to the 28th and last governor of Hong Kong are beyond the most avaricious dreams of Westminster: a £150,000 salary, palatial offices, a country residence, a Rolls, a yacht. There is, however, a catch. If chaos follows the lowering of the flag on June 30, 1997, the reputation of the last governor will be forever buried in obloquy. The new governor will bear an awesome responsibility for handing over, against his wishes, a free community, thriving under capitalism, to a Communist dictatorship. Until then he must avoid being seen as a lame duck. So the government may want to bypass the mandarins and choose instead a politician with clout in London. After his electoral defeat in Bath, Chris Patten is favourite, ahead of David Owen, Sir Geoffrey Howe and other politicians whose best days are otherwise all behind them. If only symbolically, there is a strong case for a Hong Kong governor used to being accountable for his executive decisions. We the people, through our representative, should be directly involved in such an important event. A faceless civil servant, however well qualified, would be seen by Westminster as a poor substitute.

In any case, yet another Foreign Office snob, from the ranks of the officials who devised the 1984 agreement to terminate British rule, would be viewed with suspicion by Hong Kong Chinese democrats. Sir Percy Cradock, formerly ambassador to Peking and the prime minister's outgoing co-ordinator of intelligence, is their *bête noire*. He is said to have shaken his head sadly at Mrs Thatcher for contemplating standing up for Hong Kong. "I'm afraid the Chinese won't wear it, prime minister."

John Major's trip to Peking last year to mend fences with the post-Tiananmen regime, was widely considered an exercise in kowtowing, until Mr Major, with a true politician's instinct, departed from schedule by asking questions about human rights violations.

Already the going is tough. Lord Wilson, the present incumbent, soon to take his seat in the House of Lords, has taken a terrible buffeting. He was damned by the press for his part in negotiating the 1984 agreement with the Chinese, and damned by Peking for a pressing ahead with a new airport after the killing in Tiananmen Square. His predecessor, Sir Edward Youde, died in office, and is said to have been killed by the pressures of the job.

A new governor must convince Hong Kong liberals by his firmness with Peking that everything is being done to help them. He must reassure the plutocracy that the capitalist merry-go-round will continue. But he must also persuade Peking that democracy in Hong Kong will not damage its interests. Behind this sympathetic facade, he must advance London's real interests. He needs to be honourable but two-faced. Diplomats are often very good at this, but a top notch politician is far better.

Mountbatten was the most famous flag-lowerer of this school, chosen by Attlee's government to be viceroy of India. Although he had no party background, his royal connections gave him the necessary clout. He was very good at putting up a front. When independence came to India in 1947, General Ismay summarised popular feeling, British and Indian, about Mountbatten in a letter to his chief: "It is the greatest personal triumph for you and Edwina in modern times." Within months, the massacres following partition had made Mountbatten many lifelong enemies. Although several historians have vindicated his policy, Mountbatten was vilified for his speed in liquidating the British Raj.

Comparing Mountbatten's work in the cauldron of India to the difficulties faced by the British liquidator of Hong Kong, Mountbatten's biographer Philip Ziegler has dismissed the coming task as a mere "parish pump affair". Perhaps, but perhaps not.

Perhaps after 1997 the Chinese government will forbear to kill the capitalist goose that lays the golden eggs. Perhaps communism will be swept away as gently as it was in Eastern Europe two years ago. But the massacre in Tiananmen Square was an awful warning to those who believe that history has smoothly come to an end. The man with the ostrich-plumed pith-helmet must be strong enough to be Hong Kong's scapegoat as well as its hero.

Peter Riddell wonders if the leadership contest can produce a man who will defeat the Tories

Little Labour love lost

A WEEK IN POLITICS

Nothing has illustrated Labour's current predicament so clearly as the manner of the leadership bids. John Smith, confident of success, was uninspiring and cautious in making his announcement, but hours later, the outsider, Bryan Gould, was fresh and outspoken. Only Mr Gould has so far faced up to Labour's dilemma: "One more heave may have been the right response to our 1987 defeat. It is a wholly inadequate response to our 1992 defeat. We cannot simply change the face at the top and expect to win in 1996 on the programme on which we lost in 1992." That is the right question, even if his answers so far have been vague and contradictory. By contrast, Mr Smith, while looking a leader, talked almost complacently of Labour being in a "strong position" after the election.

Putting together may be preferable to the bitter infighting of 1979-81, but not as a means of avoiding unpleasant lessons. Mr Kinnock's legacy is a Labour party strong enough to survive

but not strong enough to win. Labour's share of the vote was 25 per cent above its 1983 level, when it needed to rise by a half for victory. Attacks by the Tory tabloids and the tacky triumphalism of the Sheffield rally did not help, but they do not explain why, during a deep recession, there are only as many Labour MPs as there were after the 1979 defeat, or why the party's vote was its lowest, apart from 1983 and 1987, since 1931.

All this does not mean that Labour can never win — similar doom-laden predictions after its 1959 loss were soon contradicted — but four defeats in a row is more than bad luck.

Social changes are a partial explanation. The old working class of council house tenants and union members, employed in manufacturing, living in Scotland, Wales and northern England, and loyal to Labour

has been declining steadily. But the expanding new working class, who have bought their homes, may own shares, who do not belong to unions and work in services, and who live outside the old industrial centres, are not inevitably Tories. While Labour has a smaller core base, fewer voters are committed to any party nowadays.

What matters is that Labour appears outdated. It seems too tied to the unions, too committed to collective solutions involving higher taxes. That seems to conflict with survey findings which show that the public supports higher spending on education and health rather than tax cuts, but in practice the public may prefer the mix of the

two which the Tories have offered since 1979.

The collapse of communism has also weakened the case for democratic socialism, however different it may be from the Soviet system. Individualism and free markets seem to be the wave of the moment. Parties to the left of centre have been in retreat throughout Europe, notably in Sweden, France and Italy. Even where a ruling right-of-centre party has run into trouble, as in Germany, nationalist and other groups have benefited, rather than socialists. The American Democrats have thrived locally and control Congress, but have won the presidency only once since 1964.

Under Mr Kinnock, Labour has changed substantially, in at least partially, coming to terms with markets, dropping unilateralism and embracing the EC. But Labour has become a Euro-

pean social democratic party just as that model has become outdated.

Labour now needs to go further by ceasing to be a party of producer interests. The unions may supply most of its money and act as a ballast against extremism, but they are now an electoral millstone. The silence of union leaders during the election contrasts with their clumsy manoeuvring since then. The party also has to re-examine the way it presents redistributive policies. Many of the public saw through the clumsy sleight-of-hand of the shadow budget, with its promise that eight out of ten people would benefit. Expanded public services and redistribution mean higher taxes for all.

Talk of a realignment of the left is premature. The Liberal Democrats have reacted calmly to the election in view of how

battered they were only three years ago. But any hopes of replacing Labour have been ended. Paddy Ashdown knows that all he can do in the short term is to keep quiet and watch Labour. An electoral pact with Labour would probably drive many Lib Dem supporters over to the Tories. But Labour and the Lib Dems need at least to talk, and will probably discuss electoral reform.

Mr Smith seems unlikely to address many of these issues directly. As the frontrunner, he does not want to make unnecessary advance commitments. But while that is tactically understandable, it is a misreading of Labour's situation. Mr Smith has many qualifications to be Labour leader. He is competent, shrewd and a strong Commons debater, while Mr Gould's political judgment has at times been shaky and is not trusted by many colleagues. However, to maintain the outcome, the advantage of Mr Gould's candidacy is that it forces into the open questions about Labour's future that need to be asked.

Going for fool's gold

The modern Olympics corrupt ideals of sportsmanship and encourage cheating and commercialism, says Bernard Levin

Will the world ever learn? I have, after all, been trying to teach it for several decades, with, as far as I can see, not so much as a dent in the world's thick and ungrateful hide. Moreover, in the matter I shall discuss today, it has even less excuse than usual, for mine is a theme to which I regularly return every four years, with good but melancholy reason. This time I beg you to pay attention to my quadrangular cry, which is: *No good can ever come of the Olympics.*

No good has ever come of the Olympics. As far back as 416 BC there was a monumental row, when Alcibiades walked out after achieving a colossal victory. Despite the plaudits, he announced that he would never compete again, because the plebeian quality of the contestants had fallen so far that no gentleman would mingle with such riff-raff. The Olympics Committee stood firm, and Alcibiades slung his hook. (He went on to encompass the ruin of Athens; the tragic Sicilian Expedition was largely his idea, and he made such a noise about it that the quieter voices, who foresaw what would happen, could not be heard. Did I not say that no good can come of the Olympics?)

There are still three months to go, and already the uproar has started, and started, moreover, in so remote a corner of the battlefield that when the real yelling and screaming begins, it promises a nonpareil uproar.

Spain has recently produced a remarkable number of great tenors, but everybody knows that where there are tenors there are troubles as the sparks fly upwards. This trouble arose because Alfredo Kraus (what kind of a Spaniard can a man with a surname like that be?) was originally left out of the musical merry-merry that is to

precede the dreadful business of running and jumping. The merry-merry in question was in the hands of José Carreras, who had already roped in Plácido Domingo, as well he might, whereupon Kraus declared that he had suffered "great lack of respect and consideration", and was minded to take his hoop, his drum and his skipping-rope and go home.

It was all patched up, though it may well blow open again before kick-off, and I am offering six to four that it will. But if such shenanigans can break out over nothing more substantial than who sings *Nessun dorma*, just imagine the mayhem that is going to be flooding the entire enterprise with the real work of cheating, fighting, abusing, walking out, complaining, demanding, spiking, poison-penning, fornicating, racial-slurring and bribing.

In my youth, no fewer than 11 Olympics ago, I was in the stands at the White City, where the 1948 Olympics were held; it was one of the foot-races, and just as one of the British runners (who was doing very well) came abreast of the stand in which I was cheering on the home team, I clearly saw some bloody foreigner give our boy a deliberate and forceful shove, which made him stagger to the side of the track and half-stumble; he gallantly returned to his lane, but by then he had lost so much ground that his chance had gone.

From that day on, I knew that the Olympics constituted a Bad Thing, and that the good, generous Baron Coubertin who had (with his own money) restarted the business after so many centuries would achieve the exact opposite of his intention, which was to bring harmony and friendship to the nations.



Baron Coubertin's vision of the modern Games has failed to revive the spirit of fair play

Somehow. Already ETA (the Spanish equivalent of the IRA) have promised disruption: such people are quite capable of setting bombs in the stadium, and I am not trying to make flesh creep: there was mass murder at the Munich Olympics of 1972, and terrorism has greatly advanced in skill and weaponry since then. But even if no such tragedy befalls, there will be plenty of grim comedy before the day is over.

Just think for a moment about the rigorous drug-testing the athletes must undergo (well, not so rigorous if they can find a

crooked doctor or two). Does it not demonstrate the corruption that has eaten away the entire Olympic ideal? Alcibiades might have thought himself above *hoi polloi*, but none of the competitors in his day sought artificial aids to bolster their prowess, and that remained true through the early years of the revived Games: it is only in recent years that the stains have appeared and spread. And don't forget that the original Games were not merely games. There was a powerful element of spiritual content in the proceedings, and no athlete would have taken his place at the starting

line without having made libations.

If the need for drug-testing began the decline, professionalism and advertising have finished it. The whole point and purpose of the Games, as they were twice conceived, was to test the human body and will to the limit, with no other consideration, least of all a monetary one.

I have a recollection of Christopher Chataway which fits that template. When the White City Stadium was being pulled down (naturally to have something much uglier put up), he was interviewed there, reminiscing

about his running days, which were then long over. The interviewer asked him about his world record 5,000 metres race. "Ah", said Chataway, "I remember that — it was the nearest thing to being dead I have ever experienced."

Now why would a young man, as he was, be willing to drive himself to such limits, for no material reward and for only a brief immortality (for his record was soon broken by another athlete)? Whatever the answer is, Chataway was cut from the same cloth that competitors in the original Games were. (Well, not quite: they ran naked.) Those Games, all those years ago, were taken seriously — so much so that when Athens was at war, competitors from the state against which she was fighting were given safe-conducts to Athens and back. Considering the national quarrels that invariably arise during the modern Games, it is a mercy that several states don't declare war on each other during the proceedings.

Spain will regret this adventure, or rather, the real Spain will do so. There is, of course, another and much more recent Spain, which will sell gewgaws to the visitors (with an inexhaustible supply of chip-butties for the British spectators), and forged tickets to the gullible of all nations. But that is not the real Spain of which I speak. The unreal one has succumbed to the wretched, equalised standards of the rest of the world, and but for the language anyone would be hard put to it to say of what country is his neighbour in the stands. The real, ancient, proud Spain, the one that Cervantes would recognise, and Velasquez and Cortes, and for that matter Joan Miró, will have to fight off the creeping uniformity, the debasement, the cheapjack culture, the noise and dust, which will not be the noise and dust of the *corrida*.

It will be the noise and dust of something which once adorned the world, but does so no longer. This time, Alcibiades would have walked out much sooner, and for a much better reason.



...and moreover

CRAIG BROWN

One day last week, a friend rang with the odd and urgent news that Danny la Rue was being interviewed by Jeremy Paxman on *Newsnight* on the subject of the general election. No, she said, she didn't think that it was a comedy turn, some sort of light relief from a month of heavy election talk: she was pretty sure that Danny la Rue was being asked for his views and predictions in all seriousness.

I rushed to the television. There, as usual, was Jeremy Paxman, raised eyebrows at the ready. But his interviewee was not, alas, Danny la Rue. It was my old friend the distinguished opinionator Sir Peregrine Worsthorne. This rather more commonplace casting came, I must admit, as something of a disappointment.

My friend's mistake was, in retrospect, perfectly forgivable. Danny la Rue — particularly when out of women's clothing — and Sir Peregrine Worsthorne look rather alike, particularly in the backward quiff that decorates their shared hairstyle. A comparative stranger to the worlds of political commentary and light entertainment might be forgiven for being unable to distinguish between them.

Noticing facial resemblances is something of a hobby of mine, amounting almost to an affliction. In the past, I myself have been a victim of mistaken identity far more grievous than Sir Peregrine suffered the other night. I was once walking confidently to a lunch at the offices

of *The Spectator*, quietly priding myself on for once being in a suit, and with a brush having been run through my hair. Suddenly, a group of builders by the side of the road shouted, "It's Diddy, innit? Yeah, it's good old Diddy! Hello, Diddy, hello!" I realised with a start that they thought I was Ken Dodd. This does little for the confidence of a man who wants to hold his own around a table of bigwigs at a Spectator lunch, and I remember spending most of the meal holding my teeth in and wishing I had brushed my hair a little more vigorously.

One of my favourite regular items in *Private Eye* is their Lookalike spot, in which photographs of two different celebrities are set beside one another to draw attention to their facial similarities. General Zia and Terry Thomas, Mickey Rooney and the Queen Mother, Larry Adler and ET, Arthur Scargill and Rossini, Sir Laurens van der Post and Bobby Charlton, Frankie Howard and President Brezhnev have all been featured to great effect in the past. Whenever I speak to the editor of *Private Eye*, I try to promote the cause of the striking similarity between the comedian Terry Scott and John Prescott MP, but so far with little success.

When I was working for Mark Boxer on the *Tatler*, a friend of mine discovered that the assistant manager of Safeway's in Lewes, East Sussex, looked exactly like Mark. The two of us set about concocting a plan to delay the real Mark Boxer on his way

to work one morning and to smuggle in the manager of Safeway's to preside over an editorial meeting, but the logistics were too complicated and we never got it off the ground.

Some people seem to represent the missing link between two celebrities. My wife thinks that the owner of a local pub looks like Michael Caine, but a friend of ours swears that the same man looks exactly like Ronnie Corbett. Oddly enough, both of them are right. One victim of the lookalike phenomenon was the late John Stonehouse, whose apprehension in Australia came about solely because the Australian police were convinced that he was the fugitive Lord Lucan, even going so far as to televise to Scotland Yard asking the correct way to address an earl.

In all areas of life, it is as well to look like the person you are trying to be. Perhaps Neil Kinnock never became prime minister because the voters decided he didn't have the look of a prime minister. On the other hand, it may be that Sir William Golding won the Nobel prize for literature because the panel decided that among all his contemporaries, he was the one who looked most like a novelist.

It is said that the Queen was once stopped by a housewife in a Norfolk tea-shop. "I hope you won't mind me saying this," said the woman. "But you look just like the Queen." The Queen smiled. "How very reassuring," she replied.

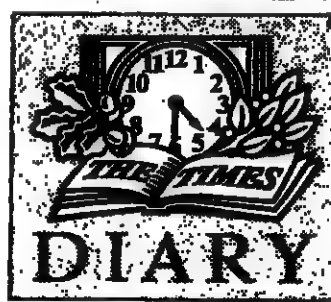
Political grace, but no favours

ALTHOUGH many political observers were surprised to see Norman Lamont keep his job as Chancellor, he has lost the battle for one of the grace and favour country houses that traditionally go with high office. Dorneywood, the 45-bedroom Queen Anne mansion in Buckinghamshire, is now expected to go to Kenneth Clarke, the new Home Secretary.

Downing Street insists that no formal decision has been taken, but Lamont himself is stoical. One of his aides said: "The Chancellor has No. 11 Downing Street, so he accepts that he is not entitled to a country house." But this does not really hold water. Douglas Hurd, for example, has an official residence as Foreign Secretary at Carlton Terrace in London, as well as Chevening, near Sevenoaks.

The argument over Dorneywood dates back to the Thatcher years. The house was the country retreat of William Whitelaw while he was Home Secretary and then leader of the Lords. When Whitelaw retired, Mrs Thatcher gave the mansion to Nigel Lawson, her Chancellor, as a reward for his "economic miracle".

The Dorneywood question was further complicated by Sir Geoffrey Howe's tenure. After he was removed as Foreign Secretary and had to leave Chevening, he was given the tenancy of Dorneywood as a consolation. Lamont, however, first entertained hopes of moving into the rent-free mansion, set in 214 acres of land tended by the National Trust, when he became Chancellor after Major's election as party leader. Instead the house was given to Kenneth Baker, the Home Secretary. With Baker leaving the government, Lamont again enter-



tained hopes of lazy weekends at the country retreat, which boasts a squash court, billiards room and 30 ft heated swimming pool. Once again, it seems, he has been thwarted. If the Chancellor needs to call his Treasury team together for budget summits, he will again be forced to ask the Foreign Secretary for the loan of Chevening.

David Owen, for so long the frontrunner for the Hong Kong governorship, last night graciously conceded that the job should go to Chris Patten. John Major, as first reported in yesterday's *Diary*, has offered Patten the job. "I always thought it would go to a Conservative politician," says Owen, who last week voted Liberal Democrat. "John Major owes Chris Patten, who suffered cruel luck, a great debt. It is right that he should be offered it." And if Patten turned it down? "Of course I would consider it."

Buck in the system

IF THE boarded-up windows of the Libyan Arab Airline office in Piccadilly are anything to go by, the message that Britain is serious about enforcing UN sanctions against Libya seems to have been understood. A lone notice in Arabic and English proclaimed that the offices would remain shut

until further notice on the orders of HM Government.

However, the government appeared to be in some confusion over who exactly is responsible for enforcing the sanctions. The Department of Trade and Industry referred enquiries to the Foreign and Commonwealth Office. The FO said it was up to the Home Office to enforce the law. The Home



Office said that it was nothing to do with them, and was a matter for the Metropolitan Police. The Met, however, passed it back: "As far as we are concerned it is not a police matter. Have you tried the DTI?"

Spy sigh

FOREIGN espionage units monitoring London Centre, the headquarters of M16, on election night, would have heard an audible sigh of relief at the news that Neil Kinnock failed to become prime minister. Not that the Secret Intelligence Service, as M16 is formally known, is in any way partisan. The problem was a far more personal one: they had met Kinnock last month and decided they did not like what they saw.

The visit was arranged to allow the would-be prime minister a guided tour of the undercover op-

Hardy Amis

SIR KINGSLEY AMIS, 70 today, put on a bravura performance at his birthday bash at the Savoy yesterday. Apparently he wanted to say grace before the lunch in his honour, but his publishers, fearing insult to non-Christians, deemed it not a good idea. Not to be thwarted, Amis insisted instead on making his speech before the meal. Then he ordered the toastmaster to declare a loyal toast to round off the event — forcing all and sundry, including his son Martin, Labour supporter and republican, to stand and raise a glass to the monarchy.

After 40 years with Covent Garden, Sir Edward Downes, who conducted the premiere of the controversial staging of Prokofiev's *The Fiery Angel* on Tuesday night to acclaim from a catholic audience including Lesley Crowther and Lord Sterling, Ruby Wax and Bernard Haitink, is already turning his attentions to his next and most ambitious project. The Royal Opera board is about to agree plans for a festival under his baton, including all 24 Verdi operas, to be staged at Covent Garden in the run-up to the centenary of the composer's death in 2001. The idea is that four will be produced each year, starting next season with a new production of *Stiffelio* with José Carreras.

Handwritten signature or note at the bottom of the page.

Downing Street brings in new faces

OBITUARIES

JOHN BRANCKER

John W. S. Brancker, a former senior executive of BOAC and a traffic director of the International Air Transport Association (IATA), died in Elgin, Ontario, on March 27, aged 81. He was born in India on July 13, 1910.

FOR more than 50 years of a life devoted to air communications, John William Sefton Brancker contributed to the smooth running of civil aviation throughout the world. He was the only son of the energetic and popular Brigadier-General Sir Sefton Brancker, director of Civil Aviation at the Air Ministry from 1922 until his death in the R101 airship disaster in 1930. Brancker followed his father to Bedford School, where he looked forward to joining the RAF. That ambition was thwarted through a slight eyesight defect. Instead he became, with the future Sir Keith Granville, one of the first two recruits to the Imperial Airways commercial training scheme.

Posted first to Cairo, he was waiting for the arrival of the R101 at the Ismailia mooring mast, hearing the Secretary of State for Air and his father, when news of the fatal crash at Beauvais in France arrived. This was his tragic introduction to long-distance aviation.

After a period as station superintendent in Kisumu, Brancker took part in the first flying-boat route survey to Durban. During the next few years, in the days of the Handley Page landplanes and the Short flying boats, he was, successively, area manager, central Africa, 1933-37; Imperial Airways director of Western Airways in Nairobi and Rhodesia and Nyassaland Airways; manager, Imperial Airways (Central), 1937-40; regional

director BOAC for India and Burma, 1940-42; regional director, West Africa, 1942-44; and BOAC's deputy director general (commercial), 1944-46.

When British European Airways was formed in 1946 Brancker was appointed its first deputy managing director (traffic). Next year he moved back to BOAC as manager of its eastern division and subsequently became BOAC's general manager, international affairs.

In 1953 he joined IATA in Montreal as traffic director to take a leading part in the commercial and technical committees of the world's airlines. He brought a robust and cheerful as well as encyclopaedic knowledge to the business and a delight in air transport's gregarious social affairs.

Short in stature, wearing a monocle in his left eye (the opposite to that of his father) John Brancker brought intelligence, deep thought and negotiating skill to the manifold problems which confronted the steady development of air carriage. Yet he never attained the heights he might have, possibly because he had a certain reserve in pushing himself forward and because he saw, more clearly than most, the shortcomings of some of those in authority who did not possess his own professionalism. He was said, with truth, "to suffer fools cheerfully, if not gladly".

In 1935 he married Jane Wheelan who died in 1972 leaving him with a son, Richard, in business in Canada. In his later years Brancker lived in retirement in a remote corner of Ontario, alone but for the companionship of a fine and intelligent Newfoundland dog whose recent death probably hastened his master's demise.

MOLLY PICON

Molly Picon, Jewish-American actress, died on April 5. Her date of birth, in New York, is quoted as June 1, 1898.

MOLLY Picon was one of the last great stars of Yiddish-speaking theatre in New York, a bubbly figure whose rare London appearances ranged from a vaudeville act at the Palladium to a 1960 starring role opposite Robert Morley in an east-west comedy called *A Majority of One*. Picon performed the American west, Morley, somewhat improbably but nonetheless comically, the east, as a Japanese businessman.

She was the daughter of a

shirtmaker and a wardrobe mistress, and made her stage debut at the age of six, touring as Baby Margaret in a vaudeville act which played nickelodeon theatres around Philadelphia. That same year, 1904, she joined the local Yiddish repertory in Pennsylvania as a child actress. She spent most of her childhood on the stage, playing in song-and-dance acts all over America. Between 1908 and 1912 she appeared in works as varied as *Bunty Fuls The Stripes*, *King Lear*, *The Kreuzer Sonata* and *Shulamith*.

In 1919, with her marriage to the Yiddish producer and playwright Jacob Kalich, she started her long association with his Jewish theatre company, based at the famous Second Avenue Theatre in New York; she also continued her vaudeville appearances. In 1931 a Jewish theatre in New York was named the Molly Picon in her honour.

After her Broadway debut in 1941 with *Emlyn Williams' Morning Star* she spent the rest of the war on world-wide tours. At its end she performed her repertoire of Jewish songs before the survivors of the concentration camps.

Into her eighties, she continued to work with the Yiddish theatre and on television.



Anniversaries

BIRTHS: Sir Hans Soane, physician and naturalist, Kilgyleigh, Co. Down, 1660; Charles Montagu, Earl of Halifax, statesman, president of the Royal Society 1695-98, Horton, Northamptonshire, 1661; Sir John Franklin, Arctic explorer, Spilsbury, Lincolnshire, 1786; Anatole France, novelist, Paris, 1844; Wilbur Wright, pioneer of aviation, Millville, Indiana, 1867; John Millington Synge, dramatist, Newry, Limerick, 1871; Edward Frederick Wood, 1st Earl of Halifax, statesman, viceroy of India 1925-31, Powderham Castle, Devon, 1881; Sir Charles (Charlie) Chaplin, London, 1889.

DEATHS: Aphra Behn, dramatist and novelist, London, 1689; Comte George Buffon, naturalist, Paris, 1788; Henry Fuseli, painter and writer, London, 1825; Francisco de Goya, painter, Bordeaux, 1828; Marie Tussaud, founder of the waxwork exhibition, London, 1850; Alexis Charles de Tocqueville, historian, Cannes, 1859; Saint Bernardine of Lourdes, Nevers, France, 1879; Samuel Smiles, social reformer, London, 1904; Bertram Mills, circus proprietor, Chalfont St Giles, Buckinghamshire, 1938; The Battle of Culloden, 1746.

Service dinner

HMS *Ariadne* Lady (William) O'Brien, sponsor of HMS *Ariadne*, was the guest of honour at a dinner for previous commanding officers held last night on board HMS *Ariadne* in Portsmouth to mark the ship's paying off. Commander D.L.W. Sim, presided.

Geographical Association

Editor maps new aims for future

GEOGRAPHY should be a core subject in the new GCSE curriculum, not an option, the editor of *The Times*, Simon Jenkins, said yesterday. Delivering the Nelson education lecture at Southampton University, he said that geography's optional status was "unbelievable to the layman". "Surely geography was intellectually more central to education than, for instance, maths or sciences? The government's contempt for the subject of Ptolemy and Strabo was a scandal."

"The new geography was a revelation to me, emerging from the obscurity of dusty atlases and lists into a dramatic relevance to real life, and with completely new confidence. New geography seemed to be born of a response to what children wanted to learn."

"The topics covered were global conservation, famine, energy sources, above all enquiry into the evolution of the environment. Here must lie the root of science, whether natural or social."

"The low status of geography in the ancient universities is part of the continuum from the middle ages. This is reflected in the attitudes of graduate teachers, in the status of school departments, in the encouragement or discouragement given by teachers to pupils. It is a vicious circle that education finds it impossible to break. Breaking the circle is particularly hard when politicians do so little to support curricular innovation."

"Surely the study of the physical characteristics of the earth comes before the study of a subset of those characteristics, natural science. It did in ancient Greece. "So don't take second or third best for geography. Yours should be a core discipline. You externalise a child's awareness of its status on earth. Without such understanding, there is no relationship between history and economics, between geology and ecology, between conservation and politics. Geography is the enemy of insularity. Geography dead? They must be joking."

SIR NORMAN ELLIOTT



Sir Norman Elliott, CBE, former chairman of the Electricity Council, died on March 23 aged 88. He was born on July 19, 1903.

NORMAN Elliott had a rare combination of talents, equally applicable to the most senior positions in both the public and private sectors of industry. He followed four very successful years as chairman of the Electricity Council with a ten year spell as chairman of the Howden Group. He had a remarkable intellect, an incisive mind, great charm, and the ability to lead and delegate. He inspired great loyalty in the people who worked for him and directed their efforts with enthusiasm and vision.

He was educated privately, and then went to St Catherine's College, Cambridge, where he read law and engineering. He later became a member of the Institute of Electrical Engineers and the Institute of Civil Engineers. He was called to the Bar, but did not practise, choosing instead to enter the electricity industry. Before the second world war he held a number of posts, mainly in the electricity supply industry. During the war, he served with 21 Army Group becoming a colonel and deputy director of works. The prime task was to restore the power stations and power lines in Normandy and through to Holland in the wake of the allied advance. For the success of these tasks he was appointed OBE. Soon after the war ended

he launched himself with gusto and panache into the newly formed South Eastern Electricity Board, of which he was appointed chairman. He set up a management structure and a philosophy which proved so effective that it is still influential today. As chairman of the South of Scotland Board in the early

1960s, he was given the task of master-minding the introduction of the nuclear power programme in the region. His eventual spell as chairman of the Electricity Council came at a difficult time in its development. He succeeded in establishing a unified approach and resolved the problems of internal relationships

and those with government. In all, he contributed 25 years service for which he was created CBE in 1957 and knighted in 1967.

It would be quite wrong to think of Norman Elliott, who was affectionately known as Jerry, as simply a dedicated public servant. As befitted a first cousin of Jack Buchanan, he had a light touch and a debonaire spirit. He loved the theatre and many varieties of music. He also had a passion for ball games, particularly rugby football, which he first played at Cambridge University. He represented the Southend Club and Eastern Counties, despite being on the tall side for a hooker. Later on, he refereed in Sussex for many years. There was a sneaking suspicion that he was not acquainted with all the laws, but the respect he commanded in the players overruled that problem.

The later stages of his career were spent in the private sector of industry, to the demands of which he was swiftly able to adapt himself. Not only was he chairman of the Howden Group but he also held directorships in the Newarthill and McAlpine Group and Schlumberger Limited. These appointments lasted until he was well into his eighties, during which time his advice was much sought after and valued.

His wife, Phyllis, predeceased him. He leaves his stepdaughters, Josephine and Sally, and a stepson, Simon Clarke, the former Eimont scrum half.

PROFESSOR GEOFFREY GILES

Geoffrey Giles, professor of surgery at the University of Leeds and head of the academic unit at St James's University Hospital, Leeds, died on April 2 aged 58. He was born in Coventry on December 17, 1936.

GEOFFREY Giles was distinguished for his original work on organ transplantation and in particular his studies to extend the length of time which organs may be preserved. His death deprives Leeds of an outstanding teacher, pioneer of organ transplantation and a surgeon of national and international repute. Geoffrey Reginald Giles was educated at Bablake School, Coventry, and Manchester University where he graduated in medicine in 1960. He enjoyed many undergraduate activities including mountaineering but an incident while climbing in Wales convinced him it was best to resort to less risky leisure activities. Initial hospital appointments were held in Manchester but he moved to Leeds in 1964 where he was subsequently appointed a lecturer in the department of surgery at Leeds General Infirmary under Professor J. C. Goligher.

It was there that he developed one of his major interests, abdominal surgery. His association with Professor Goligher lasted for the rest of his life and after Professor Goligher's retirement Giles would, on occasions, ask him to assist with difficult or complex procedures. This attribute of having such a relationship with his teacher was one of Giles' many admirable characteristics which he imparted to his own pupils. He progressed to fellowship of the Royal College of Surgeons in 1964 and graduated MD from Manchester in 1968.

In 1968 he was awarded a fellowship in surgery at Harvard Medical School, under Professor W. V. McDermott, and his interest in organ transplantation was kindled. He followed this with two years at the University of Colorado where he worked with one of the doyens of organ transplantation, Professor Tom Starzl, before returning to Leeds to become



senior lecturer in surgery. He was appointed to the first chair of surgery at St James's University Hospital in 1973 and he subsequently worked tirelessly to build the department and to establish its reputation for teaching and research.

It is as a teacher that Geoffrey Giles will long be remembered. His undergraduate lectures were a model of clarity, frequently illustrated with historical anecdotes which placed the subject in context for the student. His description of the first organ transplants would hold a class spellbound. He did not, however, merely dwell on the past and present day practice but frequently outlined how future progress might be made. As a consequence his students gained an insight into the evolving nature of medical and particularly surgical practice. His interest in students extended to their extramural activities. He was president of the Medical Students' Rugby Club, regularly attended staff-student rugby and football matches, and gave unstintingly of his time to give career advice. His postgraduate teaching was highly

regarded and he was instrumental in initiating a series of lectures for general practitioners.

He was a meticulous surgeon who demanded the highest possible standard of himself and was able to bring out the best in his junior staff. It is to his credit that many consultant surgeons throughout England owe their success to his patient and persistent teaching.

Giles published many scientific articles and was one of the authors of *Essential Surgical Practice*. He was on the editorial board of a number of journals, including *Transplantation and Surgical Oncology*. His research expertise was recognised by his appointment to many Medical Research Council committees including the Cell Board. He was formerly a president of the Surgical Research Society. His wise counsel was recognised by his appointment as a member of the council of the Medical Defence Union. He was an examiner in surgery at a number of universities in England and also in Hong Kong, Sri Lanka, Singapore and Cairo.

To his patients, Giles was kind, caring, and considerate. The very nature of organ transplantation meant that he came to know them and their families in a way not frequently encountered in present day medical practices. He had an ability to talk with his patients in such a way that he was able to put them at ease and help them overcome their fears. He was generous with his time and whenever possible attended their social functions and would readily talk at their group meetings about developments in organ transplantation.

In 1966 he married Pamela Hoey and they had three sons. He greatly enjoyed family holidays and on one occasion his medical expertise was required when he had to reduce his own dislocated shoulder whilst in a remote area of Scotland.

Geoffrey Giles did not seek publicity for himself but promoted and supported his colleagues. He was unassuming and somewhat reserved but he had an acute sense of humour.

APPRECIATIONS

Hywel D. Lewis

WITH the death of Hywel David Lewis (obituary, April 14) an Elijah among the prophets has passed from the world scene of philosophy and religion.

His passing will be deeply mourned across the globe from Japan and India, across Europe, to the United States and Canada, where he kindled the flame of philosophical inquiry in the hearts of generations of students — not least through his own metaphysical anguish.

Hywel Lewis was a philosopher whose roots went deep into the British idealist tradition, but who for a good part of his life was in sharp conflict with the contempt for metaphysics that characterised logical positivism and spilled over into the linguistic and analytical philosophy that prevailed in Oxford. His own passionate commitment to truth, the truth of being and of reason, would not allow him to tolerate any divorce of reason from experience, or any neglect of the great themes of philosophy, freedom and responsibility, mind and matter, the existence of God, the immortality of the soul.

As a philosopher he built bridges between East and



West, philosophy and religion, but he himself constituted a bridge from the earlier concern with metaphysics, over the arid decades of positivism, to the present, when once again the great metaphysical issues have been brought back to the centre of the philosophical arena.

Our debt to him in this respect will be increasingly appreciated — a debt already signalled by his appointment as Gifford Lecturer in Edinburgh. He will be remembered particularly for his sensitive understanding of personal being which came to him in his later years, as *The Elusive Mind, The Self and Immortality, and The Elusive Self*.

Thomas F. Torrance

Leueen MacGrath

LEUEEN MacGrath (obituary, April 14) and I met as first-term students at the Royal Academy of Dramatic Art in 1931. What a friend she was ever after — compassionate and understanding, loyal and generous, with a delicious sense of humour! I'll never forget the kindness that Leueen and her then husband, George Kaufman, the playwright (*You Can't Take It With You, The Man Who Came to Dinner*), wit, and highly esteemed director, showed me when I arrived in New York for the first time.

As an actress Leueen had a good deal of success — from the first production of Terence Rattigan's *French Without Tears*, later in Robert Morley's *Edward My Son* (filmed with Spencer Tracy in the leading role), and on and off Broadway in New York, where she lived and worked for over 20 years.

Leueen's friends had the best of her. Husbands, of which she had five, did not fare as well. She was, indeed, quite difficult to live up to. She was amazingly lively and



generous. Almost eerily articulate, perhaps because she was extraordinarily well-read, she suffered pomposity, pretension and money-grubbing extremely ungladly.

She had an unusual sort of beauty, and because of a total lack of the flamboyant self-confidence so often connected with the stage, she evoked both great love and great respect. Even as she entered a room, she struck people as a special person — special in both character and style, with an enormous aura of attraction.

Frith Banbury

Friedrich von Hayek

THE death of Professor Friedrich von Hayek (obituary, March 25) has caused sadness at the Reform Club, where he had been a member since 1935.

Few in our age who began their careers as voices in the wilderness can have lived to

see their ideas conquer men's minds to such wide-spread effect.

In 1985 I helped to organise a dinner in Dr Hayek's honour at the Club, and at the age of 86 the man many here have considered our most distinguished living member gave an address full of wit and point.

Russell Beringham

April 16 ON THIS DAY 1919



There is a slight patronising air about this review - a touch of the "civilisation stops north of Watford" belief.

ON GOING NORTH

(From a Correspondent)

Every one of us who live in London has his favourite London station. To that station we repair once or, if we are lucky, twice and thrice a year, and happy is the power who secures us that day, for a shilling will be his portion. We pack for the journey with a meticulous and gloating care: we go in search of the cab absurdly and consciously too soon, and the whistle of the engine and the clank of the buffers through the night seem to be singing us home...

Those homeward journeys are beautifully romantic, but there are other journeys, too, which possess a different and terrifying romance. Such is the ingrained southerner in the journey north. It need not be very far north - no farther than Liverpool, to produce a sense of timorous yet greatly daring adventure.

Nor is the adventure wholly imaginary. Tall chimneys and dogs and women with shawls over their heads never grow familiar. Plant us suddenly down in the streets of Wigan and we feel like Macaulay's cockney in a rural village who "was stared at as much as if he had intruded into a kraal of Hottentots". Beyond that, we have somehow created for ourselves a picture of the north which persists even when we know well that it is quite unlike the reality. John Leach made us actually frightened of it by one famous picture, "Who's him?" says one miner to another. "A stranger." "Heave half a brick at him..."

As long as we stay at home this queer, distorted picture of our less more or less dominant in our brains, but it is vivid

enough as we take our tickets at Euston. Bleichley is a landmark: it stands on the borders of the east-going homely world that we know so well.

For a while we pass through the flat, open midland fields, a kind of neutral zone inhabited by strange but not necessarily hostile peoples, who, as we believe, hunt six days a week. Then with Lichfield and Tamworth, Rugby and Pooleys, we come into the country of slag heaps, where dwell the fearful subterranean tribes of the miners. How different the slagheaps look when we are going to turn off at Stafford towards beloved Shrewsbury.

A row of blackened, stunted trees heralds the approach of Crewe. Another little while and away on our left there stands out a big bluff, and in front of it a rolling stretch of country, its outlines mellowed, and dimmed by a grey haze. In the distance there is a streak of silver. Here is the Mersey and Runcorn, and in a moment Lancashire. No county deserves and none possesses a gateway of more terrific grandeur - the two black towns on either bank, the two towering bridges, and far below the water and the stretches of grey - not yellow - sand. And Widnes on the further bank has a splendour all its own. It is in the grip of a darkling, mysterious something called alkali, and alkali paints his kingdom in stripes of black and grey, and hangs fumes and vapours over it far as a great canopy. Somewhere, if it be the right season, we catch a fleeting characteristic glimpse - a bowing green, crowned and smooth-shaven, in a setting of huddled houses, the shirt-sleeved players throwing their "woods" with practiced grace. These are the terrible North-erners, and they would throw bricks at us.

And then the trains slide into Lime-street; we descend tremulously on to the platform: a porter takes our bag with an engaging friendliness, and suddenly all our nightmare fears are gone and we are delighted to be there.

Carey calls for a humble approach

By LOUISE HIDALGO

THE Archbishop of Canterbury has today warned against a triumphalist attitude and a lack of humility spoiling the Decade of Evangelism.

In an article in the *Church of England Newspaper*, Dr George Carey said it was a lack of humility which had often marred the church's evangelical efforts. "Our message must go to all people everywhere and we must take it in love, with courtesy and, above all, with humility," he writes. "We need to recognise our own weakness and emptiness."

He emphasised that the church's task was to "go with a burning conviction that Jesus Christ is for all," but said this should be done with regard to the sensibilities of other faiths and having learned from other cultures.

The archbishop's message, which stresses his commitment to evangelism with the caveat of inter-faith sensitivity, comes after growing criticism among some sections of the church that he has diluted the aims of the Decade of Evangelism through

his repeated insistence that it was not aimed at people of other faiths.

The campaign, now in its second year, has caused concern among the Jewish and Islamic faiths in Britain that it would be regarded by some within the Christian church as a mandate to convert. They have launched their own decades of revivalism in response. Dr Carey has been at pains to stress that the campaign was aimed at lapsed Christians and those indifferent to any faith.

More than half of all parish churches in Britain have participated in some way in the Anglican-led Decade of Evangelism since it was launched 16 months ago to reverse years of decline in church attendance, according to the Board of Mission which yesterday released details of activities to date.

The Diocese of Southwell is the latest to adopt modern methods of communication with a commercial on Radio Trent, running during Easter week with the tagline "We're at your service, why not come to ours?"

Church of Scotland seeks flock

THE Church of Scotland is "missing missionary opportunities" because too many rural areas have no congregation, its board of national mission says today.

The board is to submit a report on parish reappraisal to the church's general assembly next month in Edinburgh. The board's committee has urged individual presbyteries to look into ways of creating new congregations in rural areas, it emphasised the need to preserve "the witness of the church".

But the committee cautioned against a free for all in which requests for ministers were granted without proper consideration. "Such a policy," it said, "could lead to a church with a limited geographical spread serving only particular sectors of Scottish society." Nor should the policy be based on an area's population as this would lead to unrealistically sized parishes in many areas with most ministers concentrated in large population centres.

The policy should be to seek "a fair distribution throughout the land." Congregations all too often demanded a full-time minister of their own rather than thinking of sharing.

THURSDAY APRIL 16 1992

BUSINESS EDITOR JOHN BELL

TODAY IN BUSINESS

TIED UP

The Rack

The Rack, the niche retailer, has bounced back with profits of more than £1 million in the year to February after losing nearly £1 million in the six months after the Gulf war. Page 23

GUESTIMATES

Economic forecasters looking for an end to recession are no more successful than opinion pollsters. Page 25

NOT SO BLUE



Blue Circle, the building materials group, is maintaining its final dividend at 7.5p despite a 36 per cent fall in profits. Tempos, page 22

LIBYA LINKS

Directors of British companies trading with Libya face heavy fines or prison sentences if they breach UN sanctions. Page 24

BARRIERS



Robert Bruce explains how barriers to European competition in accountancy resulted in a bland report. Accountancy Times, page 29

THE POUND

US dollar 1.7618 (-0.0077)
German mark 2.9184 (+0.0063)
Exchange index 91.9 (+0.1)

STOCK MARKET

FT 30 share 2053.0 (+36.1)
FT-SE 100 2640.2 (+39.7)
New York Dow Jones 3333.86 (+27.73)
Tokyo Nikkei Ave 17948.01 (+508.43)

INTEREST RATES

London Bank Base 10 1/2%
3-month Interbank 10 1/4%
3-month Europe bills 10 1/4%
US Prime Rate 6 1/4%
Federal Funds 4 1/4%
3-month Treasury Bills 3 3/4%
30-year bonds 10 1/4%-10 1/2%

CURRENCIES

London: £ \$1.7562
New York: £ \$1.7570
£ DM 1.9170
£ Sfr 2.0675
£ FF 66.14
£ Yen 234.50
£ index 91.8
ECU 1.070786
SDR 20.776772
SDR1 42.304
SDR1 42.379

GOLD

London Fixing: AM \$339.80 pm \$338.95
Close \$336.75 357.25 (12:19:30-15:17:00)
New York: Close \$337 (5:37:55)

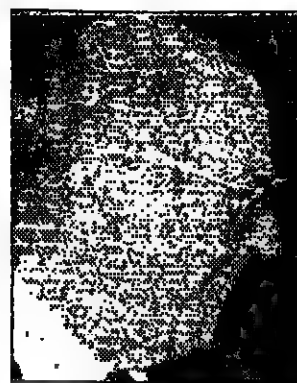
NORTH SEA OIL

Brent (May) \$18.60 LBI (\$18.60)

RETAIL PRICES

RPI: 136.7 March (1987=100)
* Denotes midday trading price

O&Y encouraged by continuing talks with banks



Miller: confident

By MATTHEW BOND AND PHILIP ROBINSON

STEVE Miller, the investment banker guiding the financial reconstruction of Olympia & York, the Canadian property company, knows he has a mountain to climb before the restructuring is finally agreed. But he is confident it can be done. Talks between O&Y and its banks continued yesterday, two days after the meeting at which the group's 91 banks were informed that the private group controlled by the Reichmann brothers had debts of £14.3 billion (£6.8 billion). The fact that

the talks were continuing was encouraging, Mr Miller said. "The banks have stayed here, they have rolled their sleeves right up and are talking to us," he said.

The challenge that O&Y still faces was demonstrated by the news that it had failed to meet a \$62 million interest payment on a \$800 million bond, secured on a building in O&Y's World Financial Centre in New York, after the expiry of a 20-day grace period. The bond has not been called technically in default but the company is now in urgent talks with Nomura, which placed the bond with Japanese clients. Monday's meeting had indicated that

O&Y's American operation was financially stable in the medium term, but the problem with the Japanese bond confirms that all the group's operations have been hit by the current liquidity problems.

Despite continuing reports of dissent between conflicting groups of bankers, Mr Miller said all the negotiations had had a positive tone. "I have not yet heard a single banker say that the collapse of the company would be preferable to it continuing under the current management," he said. He denied that O&Y, which surprised bankers on Monday

by proposing to restructure only \$55-6 billion of its total debts, was attempting to dictate terms. He said: "The banks want to ensure that there is fairness in the way all the bank groups are treated, one to another. We share that objective."

Mr Miller also denied that although O&Y's plan proposes that each of its three operating countries — Canada, America and Britain — are treated separately, that any one country might be sacrificed to secure the future of the other two. In particular, he said O&Y remained committed to Canary Wharf, the Docklands office project that has so

far cost the company £1.4 billion to build and which urgently requires a further £100 million to complete the current building programme. "Canary Wharf is the jewel in the crown of the empire... It is the area where there is the most upside potential."

O&Y has £700 million of "equity" in Canary Wharf, although £450 million of that comes from a loan from four Canadian banks. Talks with that banking syndicate and with the ten-strong, European-led syndicate that provided a £500 million loan in 1990 are at the centre of talks in Toronto. Both syndicates are being asked for further finance.

First downturn for seven months

High street sales in March hit by poll worries

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

PRE-ELECTION blues contributed to a downturn in high street sales during March, the first for seven months, the CBI said.

Shopkeepers are gearing up for higher sales this month, in the belief that the removal of uncertainty and better weather will restore sales growth, needed to help Britain out of recession.

Their optimism is supported by a strong surge in business among wholesalers, whose level of activity is widely regarded as an important leading economic indicator. But car sales have yet to respond to the halving of car tax announced in the Budget.

The year-on-year retail sales decline during March was recorded by the CBI's distributive survey. It was the first shown by returns from the organisation's 15,000 wholesaling and retailing members since July, when confidence was at a low ebb. Nigel Whitaker, the chairman of the CBI's distributive trades panel, said: "We are bound to see ups and downs along the road to recovery. My expectation is that we will see a resumption of growth during April."

The survey, carried out between March 13 and April 8, showed an abrupt increase in

business by wholesalers during March, a change identified by Mr Whitaker as a promising pointer to economic recovery.

According to the previous survey, 11 per cent more wholesalers expected business to improve during March than expected it to worsen. The latest returns showed a balance of 43 per cent expected increased trading volumes. "We have not seen figures like that for a year," Mr Whitaker said. A balance of 43 per cent of wholesalers expected a further rise in sales during April.

Optimism among retailers is now at its highest level this year. Seventeen per cent more expected business to get better than expected sales to women during April.

In March, a positive balance of 7 per cent had expected an improvement. But the survey found that on balance, 5 per cent more had seen things get worse. The election had increased uncertainty and depressed sales during March, Mr Whitaker said. However, two more significant factors were also at work. During March last year, sales of household goods, especially more expensive consumer durables, were inflated as consumers rushed to beat a 2 1/2 per cent increase

in value added tax, to 7 1/2 per cent, which took effect on April 1.

In addition, Easter was earlier in the year, so the March figures benefited. At Easter, sales of goods associated with the holiday, such as chocolate eggs, are normally dwarfed by the rush to garden centres and DIY superstores. Statistical factors alone, therefore, point to a resumption of year-on-year sales growth when next month's high street sales figures are unveiled.

The CBI survey seems to suggest that consumers remain cautious about spending large sums. Motor car sales showed little response to cuts in the car tax, which should have reduced the showroom price of models by hundreds of pounds.

"Motor traders report that the slower annual decline in sales continued in March," the CBI said. Sales are expected to improve during April, but stocks remain too high.

With the annual August registration letter change only 3 1/2 months away, many would-be car buyers are likely to defer purchases. If consumer confidence has improved markedly, car retailers are unlikely to see the benefit before August.



Getting better all the time: Rocco Forte says company profits, which slumped last year, are improving

War and recession take toll on Forte

WAR in the Gulf and the recessions in Britain and America more than halved profits at Forte, the hotel and catering chain, in the year to January, from £190 million to £73 million.

As a result, the board must raise reserves to finance the dividend, which is maintained at 9.91p a share, with a 7.16p final payment. "It's not every year you have a war in the Gulf and recessions both here and Ameri-

ca," Rocco Forte, chief executive, said. He explained that many areas within the group's operations were already improving, even though it may be 1993 before some, such as the London hotels, fully recover.

Mr Forte said that profits would have been higher but for the continued expansion and refurbishment.

Capital expenditure during the year was £240 million, financed principally by bor-

rowing, which lifted gearing from 36 to 44.3 per cent. Mr Forte said he expected gearing to be lower by the end of the year.

Forte Hotels profits saw an 8 per cent decrease in turnover last year, which cut trading profits from £159 million to £75 million. Mainland Europe and the Middle East continue to grow, but UK provincial hotel demand remains depressed.

The extent of the decline in

London hotels is measured by the slump in profits from £10.3 million to £2.3 million at The Savoy Hotel group, owner of the Berkeley, Claridge's and the Connaught, among others.

The Savoy, which is majority-owned, but not controlled, by Forte, is paying unchanged 7p and 3.5p dividends respectively on A and B shares.

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Shares soar but are still seen as bargains abroad

By MICHAEL CLARK IN LONDON AND PHILIP ROBINSON IN NEW YORK

A SURGE of institutional and foreign buying carried share prices on the London stock market towards their all-time high.

The FT-SE 100 index closed at its best for the day, breaching the 2,600 level comprehensively, with a rise of 39.7 at 2,640.2 in response to impressive overnight gains in New York and Tokyo. After five days of consecutive gains, the index is now less than 40 points shy of its record close of 2,679.6 in September last year. It has risen 247 points since the eve of polling last week, or 10.3 per cent.

Foreign investors now regard London as one of the cheapest markets in the world and are looking to the expected economic revival. Turnover remained high and by the close 829 million shares had changed hands. The huge flow of busi-

ness has enabled market-makers, who were running level books in the run-up to the election, to cover any short positions.

Dealers said that buying activity among the institutions has continued to be focused on leading companies, including privatisation issues and the utilities, where double figure gains proved commonplace.

So far, the investment buying has failed to filter down to the second- and third-line companies, which make up the bulk of the equity market. Issues such as Thames Water had slumped to 329p in the days before polling, but closed last night 10p higher at 426p. Some investors have begun looking for the market to cool over, but the message from several leading securities houses last night suggested that the current bull phase

still has a little way to run. Government securities continued to attract support but saw an earlier gain of around 1/2 at the longer end halved as profit-taking developed.

Meanwhile in New York, strong profits from America's largest corporations continued to power Wall Street to record levels yesterday. In the first three months of this year, profits of Coca-Cola, the world's largest drinks maker, jumped almost 20 per cent; those from AT&T, America's largest long-distance telephone company, rose just over 16 per cent and IBM rebounded into the black.

By lunchtime yesterday, the Dow Jones industrial average surged 32.19 to 3,338.32, up almost 70 points in two days, although slightly off best levels.

Market reports, page 24

BT to shed another 600 jobs

By RODNEY HOBSON

BRITISH Telecom is to axe 600 international operators' jobs with the closure of four telephone exchanges by the end of 1993 as part of a rationalisation of operator services. BT has announced the loss of 10,000 operator jobs over the past year.

BT hopes that the latest cuts will be achieved through natural wastage and voluntary redundancies. Three of the centres are in London and one is in Brighton.

The Union of Communication Workers said the latest losses were higher than feared. Alan Tuffin, general secretary, said: "The speed at which BT are offloading their workforce is appalling."

The closures will leave five operator centres and three directory centres staffed by fewer than 17,000 operators. BT said the quality of its operator services was at an all-time high but that fewer centres were needed.

Tarmac feeling like a wounded lion

By MARTIN WALLER

TARMAC, Britain's biggest quarrying, housebuilding and construction group, has denied any signs of a bidder circling, despite disastrous 1991 figures that saw pre-tax profits tumble from £190.7 million to £21 million and a heavily cut dividend. "We've had no approaches. There are no strange movements on our share register," Sir Eric Pountain, the chairman, said as the company's shares, buoyed by takeover talk of late, fell 6p to 139p.

Tarmac's final dividend is 2.5p, making a total of 5.5p against 11.25p last time, but even the reduced figure is not covered by earnings per share reduced from 16.7p to 0.2p. Sir Eric denied that the possibility of a bid had affected the

decision to set an uncovered payment. Tarmac has cut 5,000 jobs, or 16 per cent of the full-time workforce, over the past two years and is refusing to rule out more job losses this year.

Sir Eric conceded that the first half of 1992 would be difficult, as a spring upturn in demand had been derailed by the election. "We are a little bit like a wounded lion at the moment."

The group is being forced to retrench into three core divisions, quarrying, construction and housebuilding, while making asset disposals worth £200 to £250 million to reduce debt that grew to £457 million at the year end.

Neville Simms, appointed chief executive this year, refused to identify the areas to be sold, but they will come mainly from the American side. Pre-tax

profits were struck after exceptional provisions of £45 million. The construction side's share was £17 million, £12 million relating to the Channel tunnel, while an extra £10 million was provided against housing land values and rationalisation and contract loss provisions in the industrial products and building materials divisions cost £18 million.

Tarmac made an exceptional profit of £6 million from the sale of options on Eurotunnel shares.

Brian Baker, the deputy chairman, said the company had not ruled out another joint venture in building products similar to the aborted link with Steclity that would have offered £10 million a year in cost savings.

Tempos, page 22

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TEMPUS

Tarmac licks wounds as bidder waits

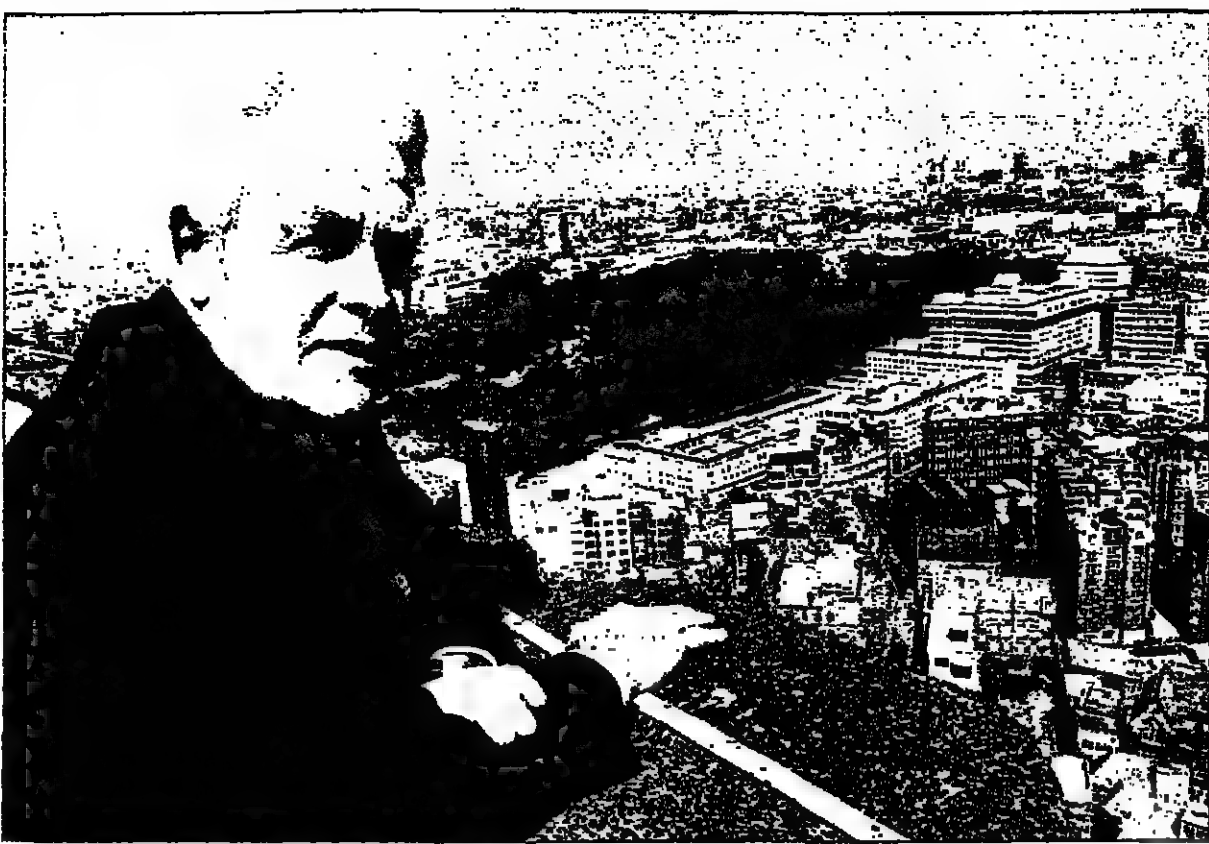
WITH a dividend uncovered for the conceivable future and a price/earnings ratio well into the stratosphere, Tarmac remains about the clearest bid play on the stock market at the moment. Any investment stance can therefore only be based on a view on the eventual intentions of any putative bidders, including concerns such as Minorco and Hanson, whose aims are always notoriously difficult to divine.

The horrors of the 1991 figures had been well signposted to the market. Tarmac having no interest in seeing any abrupt plunge in its share price encouraging an opportunistic approach. The dividend is more than halved to 5.5p and pre-tax profits have disintegrated from £190.7 million to £21 million, aided by £45 million of exceptional write-offs.

Borrowings stand at £457 million, up £45 million on the year and leaving gearing, on the most conservative measure, at 51 per cent. Tarmac needs to make asset sales from its American operations and the industrial and building products sides of £200 to £250 million at bottom-of-the-market values to repair the balance sheet and reduce gearing to 25 per cent — but the board concedes that this might not happen this year.

Net assets are in the £2 area but the share price, lifted by bid speculation from a low of 97p in December, is 139p after a 6p fall on yesterday's figures, a far cry from the 285p enjoyed almost two years ago. The company is cautious about prospects for the current year, and Tarmac is probably not going to do much better than the £60 million achieved before exceptional in 1991, putting the shares on a forward multiple of about 30.

Sir Eric Pountney, the chairman, likens what was once Britain's greatest construction group to a



Unexciting outlook: James McColgan's Blue Circle Industries can only hope for the recession to end

wounded lion, but it looks more like some other great beast's lunch. The betting, however, must be that any potential predator will be tempted to wait a while and allow Tarmac to sort out some of its problems before closing for the kill.

Gambler might like to chance the shares going no lower than they have. For other investors, it looks too early to buy.

Blue Circle

AS a construction sector company that had just paid an unchanged total dividend of 11.25p and, more impressively, totally covered the distribution with earnings per share of 13.6p, Blue Circle Industries must have

felt aggrieved to see its shares shed their early gains to close 13p lower at 272p.

Not that the board, under James McColgan, is doing much wrong. It is just that none of Blue Circle's businesses looks particularly exciting at the moment.

Based on last year's earnings, the shares are on a historic multiple of around 20, which looks expensive given the prospects for recovery. A gross historic yield of 6.6 per cent provides only modest comfort.

BCI's problems are that the vital British and American construction markets are in deep recession, while the prospects for its expensive, newly acquired home products portfolio, including such names as Potlerton Myson,

Armitage Shanks and New World, do not look encouraging once the one-off benefits of rationalisation have worked their way through.

In Britain, where BCI has a 49 per cent share of the cement market, the company's cement volumes tracked the 17 per cent fall in the market overall, but fierce competition devastated margins. Operating profits fell from £68.1 million to £32.9 million after £8 million of largely redundancy-related costs, with return on capital employed dropping from 17.7 per cent to 8.8 per cent.

In America, where cement volumes fell 12 per cent, the £30 million acquisition of a South Carolina cement plant from Beazer actually increased volumes but both

operating profits, down 37 per cent to £11.5 million, and return on capital employed, down from 6.8 per cent to 3.9 per cent, suffered.

There is no doubting the strength of the balance sheet. Even with a convertible capital bond included as debt, gearing is only 47 per cent while interest cover is 6.5 times. But assuming £130 million of profits this year, a price/earnings multiple of over 18 makes the shares look expensive.

Forte

ROCCO Forte will hope that the record bookings taken by his UK hotels last weekend are a sign of things to come. Forte will have rejoiced as much as most over the

Conservative election victory, since not only would many of its customers have been hit by Labour's tax plans, but its wage bill was also threatened by the minimum wage proposals.

It can therefore reasonably expect the recovery now under way to accelerate. The question is whether it can pick up enough pace to justify its expensive rating.

At £73 million, a 62 per cent decline, pre-tax profits for the year ended in January were much lower than the market's range of expectations, but there was relief in some quarters that the dividend, little more than half-financed by earnings, was held at 9.91p. The inference is that business has already improved sufficiently to promise a strong recovery.

Earnings would have been stronger had not Forte been reluctant to curtail its investment plans in the teeth of the recession. Spending was 20 per cent down on 1990, even after stripping out the £300 million Crest acquisition, but still totalling £240 million.

Financing the expenditure drove borrowings up and lifted gearing more than 8 points to 44.3 per cent. This is hardly alarming and should reduce this year, but the interest bill surged by £19 million to £107 million.

Meanwhile, the clearest message emerging on the recovery is that it is not consistent. London hotels, particularly badly hit as the Savoy Hotel result confirms, report improvements in Far Eastern and European bookings.

Analysts' estimates are being revised. Paul Slattery at Kleinwort Benson estimates a gloomy £125 million for 1992, but points out that it will take 40 per cent growth over each of the next three years to restore earnings to their 1989-90 levels. At 24p, Forte sells for 12.5 times its expected 1994-5 earnings. The rest of the market has some catching up to do.

Catch clauses in Libya sanctions may hit exporters

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

DIRECTORS and officers of British companies that trade with Libya face penalties of up to seven years in prison, or heavy fines, if they breach sanctions imposed by the United Nations.

The penalties, available to the courts under the Libya (UN Sanctions) 1992 order, maintain the onus on companies to police their sales on behalf of the government.

The Export Control Organisation of the trade and industry department will seek to monitor compliance and guide firms as to their responsibilities. Although the sanctions have been designed to shut down Libyan Arab Airlines, halt arms sales to the country, and restrict its diplomats overseas, catch-all clauses could affect many of Britain's exporters to Libya.

The order, which came into effect yesterday, is loosely drawn. It restricts the "provision to persons connected with Libya of technical advice, assistance and training in relation to the supply, manufacture, maintenance or use of arms and related goods".

The sale to Libya of any machinery for use in the manufacture of arms or ammunition is also prohibited. This imposes heavy responsibilities on manufacturers of so-called dual-use equipment, such as machine tools, which could have civil or military manufacturing applications.

British exports to Libya are dominated by machinery of various kinds. In the first ten months of last year, UK sales of machinery to Libya totalled £91.4 million. Sales may be halted or reduced by Libya as a way of penalising sanctions into

effect. However, Libya's determination to impose such "reverse sanctions" has yet to be demonstrated.

Efforts were made earlier this week to place a Libyan aviation insurance risk in the London market. Accepting new insurance for Libyan aircraft, and supplying parts and services for them, have now been made illegal.

It is understood that the deal, London, the trading conglomerate, to sell a one-third stake in its five Metropole hotels in Britain to a Libyan state concern for £177 million, announced last month, will not be affected by the sanctions.

The department of trade said copies of the order would be available within days from HMSO branches. Enquiries should be addressed to the department at Bay 552, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SW.



Up to the mark: the Bundesbank's Herr Schlesinger

Europe's bankers back German line

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

THE central bankers of the European Community are convinced that the Bundesbank, whose key lending rates were raised to record levels last year, must pursue its tough monetary policy.

Word of this support came from Helmut Schlesinger, the Bundesbank president, after a meeting in Basel, Switzerland, of the committee of central bank governors of the Community. He said all members were "convinced that we are pursuing the policy we have to".

The central bankers believe the world economy is showing favourable positive signs, including a levelling out of inflation in Germany and recovery in America. But it is understood that they see no pointers to monetary easing in Germany, or in economics closely linked to it.

The committee, which is preparing the ground for European economic and monetary union (EMU), issued its first annual report in conjunction with the Basel meeting: it underlines that monetary policies to the attainment of stable prices is

"crucial" to paving the way for a successful EMU.

The report notes that the Community's inflation performance last year was "disappointing", given the less inflationary external conditions and weaker economic activity. Although average inflation slowed to 5.1 per cent from 5.7 per cent in 1990, it was still appreciably higher than in 1986-8.

The committee notes that lower overall inflation last year masked a substantial rise in Germany and The Netherlands. While lower inflation in Britain had greatly improved the overall picture.

Budget deficits were "excessively high" in a number of member states last year, leaving the average well above 4 per cent of gross domestic product, compared with the convergence target of 3 per cent required for a move to the final stage of EMU.

The report says there is an urgent need for many community countries to contain cost pressures due to excessive wage claims, to reduce budget deficits and make market forces more effective.

Haden MacLellan holds payout despite profit dive

By JONATHAN PRYAN

HADEN MacLellan Holdings, the engineering group with interests in the UK and America, has yet to see any "clear sign of an upturn" in its major markets, the company reported yesterday.

Philip Ling, the chairman, described pre-tax profits of £14.6 million, down 38 per cent, as "a creditable performance" in the face of the continuing recession on both sides of the Atlantic.

The dividend for the year to

end-December is being held at 8p after a maintained 5p final payout.

The company's most severe problems were in America, where the automated manufacturing systems operations reported a loss of £1.8 million. But a £2.1 million loss by the Haden companies in America was partly offset by a profit from Smith Engineering, acquired in 1990.

Drypure, the company's patented paint waste recycling process, has also proved a disappointment and the

Drypure processing centre in Toledo, Ohio, traded at a loss. The cost of closing the plant has been stated as a £2.5 million extraordinary item in the accounts, but a final decision on closure will not be taken until later this year.

Even if it remains open "it will be some time before any material returns are achieved from this investment," Mr Ling said.

Top performers were the European and Australian operations of the automated manufacturing systems divi-

sion, which reported profits of £9.9 million (£7.3 million). However, order levels have fallen back since the year end.

The manufacturing division achieved "creditable" operating profits of £2.6 million compared with £5.5 million previously.

The company said that manufacturing enquiry levels remain high, but this so far has not been translated into increased orders. Profits from distribution fell from £5.3 million to £4 million and the level of activity this year re-

mains at last year's levels. The balance sheet showed net cash of £18.2 million at the year end. Capital expenditure last year was £8.2 million against depreciation of £6.1 million.

Mr Ling said: "Everything possible is being done to reduce costs, whilst ensuring that the businesses in the group retain the infrastructure necessary to respond vigorously to the upturn whenever it occurs."

The shares ended the day unchanged at 120½p.

BUSINESS ROUNDUP

Property slump puts Helical Bar in red

HELICAL Bar, the property group run by Michael Slade, has reported a pre-tax loss of £6.5 million for 1991, compared with a £2.7 million profit in 1990. Most of the damage to the pre-tax figure was done by a £4.6 million provision against an office development on the City fringes, which was taken as an exceptional item. An external revaluation had shown property values to be almost unchanged on last year, but the provisions and losses reduced the group's net asset per share from 258p to 220p.

Gross property profits slid from £25.3 million to £31.2 million, as turnover slumped from £74.7 million to £31.2 million. The lower property profits failed to cover the group's interest charge, down sharply from £21.4 million to £16.7 million after £47 million of property sales reduced borrowings, and administrative costs, also lower at £2.8 million. The company said further reduction in interest and overheads could be expected this year. As a result of the losses, the final dividend has been cut from 7.6p to 1.6p, to make a total of 4p (10p).

TIP sells hire arm

TIP Europe, the trailer rental group, has sold the business and non-fee assets of its loss-making CSL Truck & Trailer Hire subsidiary to Unilink Contract Hire for £1.7 million. The price equals CSL's net book value. Unilink, a subsidiary of Transport Development Group, has also leased the rental fleet. David Callear, TIP's chief executive, said the sale would release additional capital for the group's strategy of concentrating its resources on higher-margin activities. TIP shares firmed 1p to 52p.

Barlows pegs payout

BARLows, the property investment and development group, is maintaining its dividend despite full-year losses. The Cheeshire company, which slid into the red at the interim stage, reports a pre-tax loss of £339,000 for 1991 (£415,000 profit). Turnover dipped to £1.99 million (£2.08 million). The final dividend is maintained at 1.65p, giving an unchanged 2.475p for the year. There is a loss of 0.77p per share, against earnings of 1.23p a share last time. The net asset value fell 10 per cent to 85.2p (94.9p).

Airbreak flies higher

IN THE 12 months to the end of December, Airbreak Leisure Group, the tour operator, increased pre-tax profits from £710,000 to £1.63 million, exceeding last year's forecast by almost 9 per cent. Earnings rose from 1.74p a share to 5.92p. There is a maiden dividend of 1.3125p a share, as forecast. The shares were unchanged at 60p, compared with a placing price of 25p last August. Bookings have increased significantly since the general election.

Waste firm up 52%

WASTE Management International, the non-American arm of the Chicago waste disposal group, has announced figures for the first three months of 1992 only a day after the shares started trading on the London Stock Market. Pre-tax profits rose 52 per cent to £27 million and earnings per share were 42 per cent higher at 5.1p. The float raised £405 million for the company. No forecasts were contained in the prospectus. The shares, floated at 585p, rose 7p to 655p yesterday.

Lasmo sells tankers

LASMO, the oil and gas company, is to sell three Suezmax 148,000 tonne oil tankers under construction in South Korea. Together with the previously announced sale of two bulk oil carriers, its net cash proceeds from the sales are estimated at £125 million. The sales form part of Lasmo's programme to sell assets gained from its takeover of Ultramar other than upstream oil and gas interests. Chris Greenlee, chief executive of Lasmo, said plans to divest Ultramar's refining and marketing assets were progressing.

Golden Vale ahead

GOLDEN Vale, the Irish food and agribusiness group has begun to reap the benefits of last year's acquisitions, reporting earnings per share up 14 per cent at 8.54 Irish pence for the year to end-December. Turnover increased to £228.5 million (£271 million) from £209.7 million. Pre-tax profits were up 18 per cent at £15.4 million after a more than doubled net interest charge of £1.8 million. A final 0.94p (0.78p) dividend makes 1.36p for the year, a 19 per cent increase.

Merrill Lynch soars

PROFITS of Wall Street stockbrokers and investment banks, already running at record levels, continued to climb in the first three months of this year. Merrill Lynch, America's largest stockbroker, reported a 53 per cent rise in first-quarter profits from \$181 million to \$277.5 million on total income up 24 per cent to \$2.2 billion. Primedia Corporation more than doubled first-quarter net profits to \$220.8 million. Profits of Charles Schwab, based in San Francisco, rose to \$29.7 million.

Newarthill plummets

NEWARTHILL, a civil engineering company owned by the McAlpine family, sank further into the red in the year to October. An exceptional loss of £25 million on a property joint venture helped to take the pre-tax loss to £42.8 million, compared with a £6.2 million loss a year earlier. The one bright spot was a cut in interest payments, from £18 million to £12.9 million. Property writedowns caused an extraordinary loss of £33.4 million, against a £23.1 million extraordinary profit last time. There is no dividend.

IBM back in black

IBM, the world's largest computer maker, returned to the black in the first three months of this year, helped by cost-cutting and higher American sales. John Akers, chairman, said the world economic picture remained unpredictable but the figures were encouraging. The shares jumped more than a dollar to \$95 in early trading yesterday. Net profits came out at \$95 million, compared with a net loss of \$1.7 billion for the same quarter last year. Sales totalled \$14 billion, up from \$13.6 billion.

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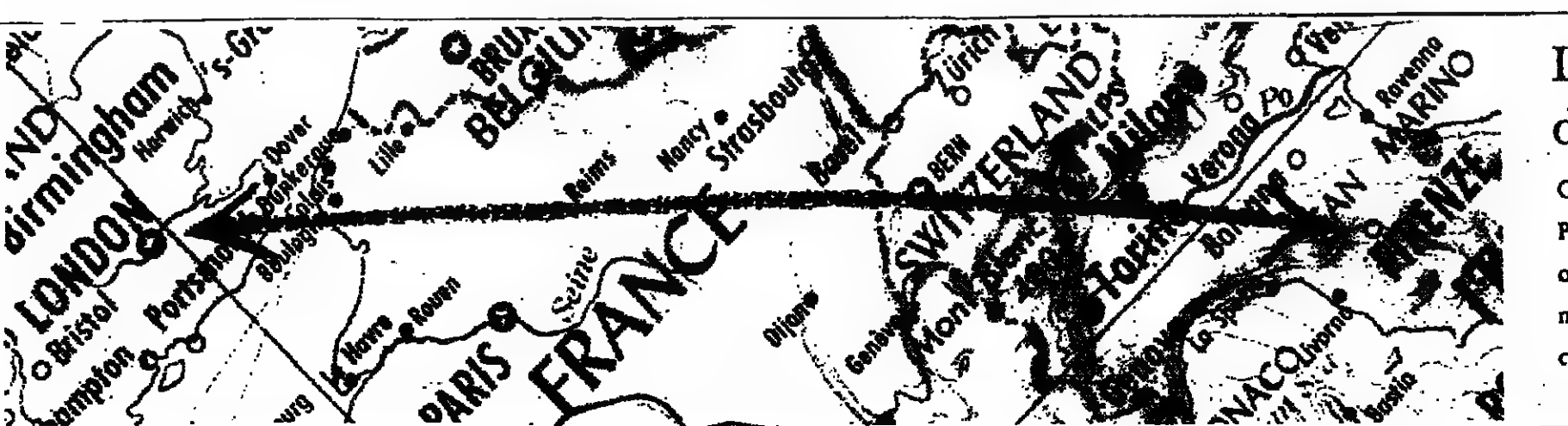
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Paralympic Games: In
Ottawa, a wheelchair bow
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in the South Africa
competition at Stellenbosch

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Mary Slaney, of Un
States, may meet again
2,000 metres race in Eugene
Oregon, on June 6.

City again declines Kuwaiti stake in Midland Bank

THE Kuwait Investment Office has once again failed to place a 7.7 per cent stake in Midland Bank among City investors as hopes are fading among institutional investors for a counterbid.

Hoare Govett, the stockbroker, tried to place 60 million shares at 362p with institutions through a tender offer as they had on Tuesday afternoon. They are believed to have found firm takers for up to 45 million shares, but needed to find takers for the entire 60 million on offer for the transaction to take place. Midland's share price fell 1p to 364p and Hoare withdrew the offer in the late afternoon.

Institutions shunned the tender offer since it was only 2p below the market price of 364p; many think a counterbid is now unlikely and do not want to subscribe to shares in HSBC Holdings, the Hong Kong and Shanghai Banking group. Fund managers have been hoping for a counterbid from Lloyds, but Lloyds shares yesterday rose 12p to 402p as the market began to appreciate the regulatory obstacles to a hostile offer.

A strong rise in HSBC's share price in Hong Kong since the bid was announced, however, has lifted the value of its bid for Midland. HSBC's offer, masterminded by William Purves, its chairman, is offering one share and one 100p bond for every Midland share. HSBC shares were trading in London at 291p yesterday, while gilt analysts estimated the value of the ten-year bond as up to 108p, giving a bid value to almost 400p, against the stated offer price of 378p.

Institutional investors, however, have had mixed reactions to the offer. One said: "This is not enough. I do not like the bonds since they will be dead money, and I am reluctant to vote in favour even if there is no counterbid."

Others have been more positive. "The market has started to talk the price up in the hope of a potential bidding war, but the new bank will be a significant constituent of the FT-SE 100 index and we will want to hold the shares," said one.

Meanwhile HSBC's offer for the Midland group came as a shot in the arm for the Hang Seng index yesterday and it jumped 102 points, or 2 per cent, to 2986. The real star was Hang Seng Bank, HSBC's 61-per cent subsidiary. The local bank's share price soared HK\$2.50 to HK\$39, up 7 per cent.

With HSBC poised to shift its headquarters and the bulk of its assets to Europe, Hong Kong Bank's role as a quasi-central bank is being called into question. The bank issues 85 per cent of Hong Kong's banknotes, acts as clearing house and is the deposit bank for the government's secret exchange fund, a fund used to maintain liquidity in the money market.

TS Lo, economic adviser to China and a former adviser to the Hong Kong governor, said: "The question to ask now is whether the bank is still suitable to be a note-issuer in Hong Kong."

Smiths Industries wins defence deals

SMITHS Industries, the medical systems, aerospace and industrial group, says it is winning new defence orders and that its net cash balances stand at £95 million - up from £79 million six months ago.

In the half year ended February 1, Smiths reported sales of £307.4 million (£288 million), and made pre-tax profits of £44.3 million (£50.7 million). The interim dividend rises 5 per cent to 4.1p a share. Roger Hurn, chairman and chief executive, said: "Profits from medical systems rose by 17 per cent and industrial profits increased from £7.1 million to £8 million. Profits from aerospace operations, however, fell by a quarter to £18.2 million, reflecting difficult trading conditions, although it was an achievement that profit margins of 10 per cent were obtained in such circumstances."

Order books in the aerospace division have increased, and though this involves investment in company-funded development projects that depresses current profits, such investment will bear fruit in the coming years, Mr Hurn says.

The medical division performed well in Europe and North America and Middle East markets were stronger. Firm orders are now being generated from eastern Europe, Mr Hurn adds. Flexible Technologies in America, acquired last year, also made a significant contribution.

Smiths says that it is successfully weathering the economic recession and that the group's low cost base stands it in good stead when market conditions improve.

Japan expected to show fall in output

INDUSTRIAL output in Japan, manufacturing powerhouse of the Asia-Pacific region, suffered its first annual decline since the mid-Eighties in the fiscal year that ended last month, figures from the ministry of International Trade and Industry in Tokyo are expected to show.

Output is believed to have declined 0.4 per cent after expanding 5.6 per cent in 1990-1. The MITI forecast is based on its latest estimate for March. Published government figures show that industrial production fell three months in a row to February, its worst decline for more than a decade.

Jean Claude Paye, secretary general of the Organisation for Economic Co-operation and Development, said in Tokyo that Japan's financial bubble had been deflated with caution and the road had been paved for a sound economic recovery. He said Japan and other key economies look set to emerge from their economic downturn.

The OECD expects average growth in its member countries to pick up to about 2 per cent this year from 1 per cent growth in 1991.

□ Rising exports and falling imports enabled western Germany to bounce back into surplus on trade of DM1.6 billion in February from a DM412 million deficit in January, according to the federal statistics office.

□ Final west German cost of living data for March showed annual inflation running at 4.8 per cent instead of the 4.7 per cent initially reported. This compares with an annual rise of 4.3 per cent in February. The year-on-year rise in March was the highest for nearly ten years.

Banks give credit card riposte

THE Credit Card Research Group, the bank-controlled pressure organisation, has hit back at claims by retailers that they are being overcharged on credit and debit card transactions. New data from the group show that Britain has some of the lowest credit card charges in Europe, and that they have fallen 30 per cent in the past five years. Britain's 1.6 per cent fees compare with a 2.2 per cent average in Spain and 2.15 in Germany.

Banks are trying to impose increases on their charges for processing credit card sales, known as merchant acquisition, for retailers by 10 per cent, and are thought to want to raise the price of debit card transactions by even more.

The move has provoked a stormy response from retailers, who say the banks are unilaterally trying to impose the cost increases.

BP is the latest to attack the increase. A spokesman said that the cost of running its 1,640 petrol stations will rise by £1.5 million and that it will have to pass on the increase to customers. "Increased bank charges could send pump prices up again, without providing one extra benefit for the motorist," said Chris Ennor, BP's technology manager. Retailers are considering taking action against the banks. Possible sanctions include dual pricing, where credit card customers would pay more, or even a boycott of plastic cards. The second option however is unlikely since cards now account for 40 per cent of all sales at many retailers.

"The retailers are getting carried away with their own rhetoric," said Elizabeth Phillips, the director of the card research group. "You never saw them handing money back to their customers when bank charges were coming down, but now they are threatening to pass on the increase."

Delors criticises US selective steel duty threat

FROM TOM WALKER IN BRUSSELS

THE European Commission yesterday strongly criticised American plans to slap anti-dumping and countervailing duties on EC-made steel, and threatened to take the issue before GATT authorities in Geneva.

The argument over steel, in the grips of worldwide recession, has been likely to boil over since the start of the month when American trade officials refused to renegotiate a voluntary multilateral accord that has limited steel exports to America to 20.2 per cent of the market.

With trade in steel valued at £63 billion annually, and with the European industry in crisis, Jacques Delors, commission president, will attack Washington on its protectionist stance when he visits the capital next week. The commission revealed yesterday that, following complaints, the US Commerce Department and the International Trade Commission were planning protectionist measures against selected steel companies from Britain, France, Germany and Brazil. These would include anti-dumping duties of 53 per cent against United Engineering of Britain; 69 per cent against Usinor Saeil and Ascometal, of France; and 79 per cent against Thyssen and Saarstaal, of Germany. In addition, countervailing duties of 10 to 25 per cent would be added.

"This would be a return to the harassment bitterly experienced by US trading partners in 1982 and 1984 and be clearly at variance with the public declarations of the United States government emphasising the need to liberalise the steel trade," the commission said.

Anti-dumping and countervailing duties are allowed under GATT rules when unfair competition can be proved. American officials claim international steel subsidies amounted to £37 billion in the Eighties and say they have not been eliminated in Europe; they accuse Britain and Germany of paying at least 20 per cent of the industry's costs.

An EC official said recently that he believed Washington had simply bowed to pressure from the steel industry lobby in the run-up to the US elections. Inland Steel, one complainant, recorded its largest-ever loss last year - £151 million - and it plans to shed 3,500 jobs in the next three years. The accusations over steel reflect a growing suspicion in Brussels that, under intense domestic pressure, American politicians are becoming more isolationist and sacrificing free trade principles.

During their trip to Washington next Wednesday, M Delors and Anibal Cavaco Silva, Portugal's prime minister, will meet President Bush, James Baker, secretary of state, Edward Madigan, agriculture secretary, and Carla Hills, US trade representative. "It's an imposing delegation," M Delors' spokesman said.

The talks will centre on attempts to jump start the near-moribund GATT talks, with agriculture the focus. The steel issue only clouds the transatlantic trade war further, as well as agriculture, the two sides cannot agree on trade in services, and although an accord on civil aviation subsidies relating to the Airbus dispute was provisionally forged two weeks ago, US negotiators have since refused to sign any agreement.

The American authorities will decide whether to go ahead with anti-dumping and countervailing duties on steel by May 4.



Tie Rack recovers to £1.03m profit

By PHILIP PANGALOS

SHARES in Tie Rack advanced by 9p to 40p after the specialist tie, scarf and accessories retailer staged a healthy recovery and pleased the City with a bounce in full-year profits despite the difficult trading background.

Progress made in reorganising the American business, improved margins and a hefty reduction in interest charges enabled a surge in pre-tax profits to £1.03 million (£51,000) in the year to February 2.

Roy Bishko, the chairman, said that trading so far this year had shown a healthy improvement over the previous year. "We are holding quite firm in the tough market. All our shops are busy and our customer spend is up," he added. Average customer spend in London is now about £12 per head.

Sales grew by 1.3 per cent to £54.5 million, with the total number of stores up four to 257. However, like-for-like sales fell, reflecting the difficult conditions in the first half, which had been depressed by the Gulf war. Mr Bishko said four new shops have been opened since the year-end, with this year's total new openings expected to rise to about ten.

"One of the reasons we have come through the exceptionally difficult conditions is that our products are very good in terms of value, quality and design," Mr Bishko said.

Operating profits from UK operations declined to £2.84 million (£3.5 million), on turnover of £34.1 million (£33.7 million), while losses from the American operations were cut to £856,000 (£1.13 million). Restructuring and shop closure costs led to an exceptional charge of £504,000. Strong internal cash generation, lower interest rates and the proceeds from last June's rights issue enabled interest payments to fall to £539,000, down from £1.75 million last time. The company had year-end net cash of £3.8 million.

Tie Rack has kept the pledge it made at the time of the rights issue and is paying a single dividend of 0.5p (nil) for the year.

Earnings stood at 1.99p a share, against a deficit of 1.79p a share last time. Mr Bishko said he viewed the future with cautious optimism. "We are on the right track," he added.

Industrial output rises in America

INDUSTRIAL output in America posted its second successive monthly rise in March, while the increase in business sales the previous month was the strongest for ten months, the latest official data show.

Economists were quick to focus on the modest 0.2 per cent rise in output in March at the nation's factories, mines and utilities, and the downward revised 0.5 per cent rise in February, as evidence of the continued frailty of the recovery.

In the four months to January, industrial output showed no increase and March output was still 1 per cent below the same month last year.

The brighter picture provided by a 1.4 per cent jump in business sales in February, while stocks held steady, roused hopes that demand will start to feed through into higher production soon.

The commerce department reported an 0.9 per cent rise in business sales in January. Industrial production in March was boosted by a 2.1 per cent surge in output by the utilities, mainly reflecting a strong demand for energy arising from cold weather affecting much of the country. Factory output, in contrast, showed only a 0.1 per cent rise in March. Mining and oil production fell 0.2 per cent.

Industry's capacity edged up to 78.1 per cent from 78 per cent in February.

The weakness shown in the industrial production figures, which are prepared by the Federal Reserve Board, probably prompted last week's signal that it wanted the key fed funds interest rate to be lower.

Anglo American deep gold mine will employ 5,000

By COLIN CAMPBELL

MINING CORRESPONDENT

ANGLO American Corporation, South Africa's largest mining group, is to develop a new deep gold mine at a cost of £1.7 billion (£335 million) in the north-western Orange Free State.

Clem Stutter, chairman of Anglo's gold and uranium division, says the new operation - Moab - will have an estimated life of 25 years and produce about 13 tons of gold a year. He is confident that it will be viable, even at the current depressed level of gold prices.

Moab is contiguous with Vaal Reefs and will employ an estimated 5,000 people. Anglo's mines currently employ 162,080. Production at Moab is due to start in 1997. About 26 million tons of ore should be produced over the life of the mine; it will be mined at a recovery grade of 11 grams a ton.

The holders of the mineral rights are largely Anglo American companies and their associates. A new company, Eastvaal Gold Holdings, will be formed and a share listing sought on the Johannesburg and London stock markets. The shares in Eastvaal will initially be held by the mineral rights holders (70 per cent) and by Vaal Reefs (30 per cent).

Anglo yesterday announced that the operating costs of its Transvaal and Free State gold mines were contained well in the quarter to March 31, increasing by only 1 per cent. Available profit from all group gold mines fell in the quarter by 9 per cent to £167 million (£183.2 million).

Genor, South Africa's second largest mining group, says its Bracken gold mine is raising its interim dividend from ten cents to 20 cents and that dividends are maintained at Kinross (115 cents) and at Leslie (five cents). Unisel is cutting its interim dividend from ten cents to five cents and Winkellhaak, which last year passed its final dividend, now passes its 1992 interim dividend.

Profits after tax and capital expenditure at Genor's gold mines in the quarter to March 31 were 45.6 per cent higher than in the December quarter, and were 34.8 per cent up on a year ago.

Sir Derek Birklin, chairman of RTZ Corporation, the world's largest mining group, and Robert Wilson, chief executive, say in their joint annual statement for 1991 that the former Comecon countries and sub-Saharan Africa could create new opportunities for exploration and development. "We are examining available opportunities but will move cautiously in view of the political, economic, environmental and legal problems," they add.

Sir Derek's remuneration was £461,562 (£454,837), which includes £254,899 for his work as chairman from last June 1.

Higgs cuts payout as profits disappear

By JONATHAN PRYNN

HIGGS & Hill, the house-building, construction and property group, has announced a deep fall into the red almost exactly a year to the day after it asked shareholders to support a £25 million rights issue.

The shares put on 4p to 88p in a rising market, compared with the 260p price of the two-for-seven rights issue last year.

The company said that it had held back on investing the funds raised after it became clear that the "widely predicted recovery in the economy" was not going to materialise.

The cash raised allowed Higgs & Hill to preserve its balance sheet strength and end the year with net assets only 1 per cent down at £88.6 million.

Net borrowings at the December 31 year-end were £16.8 million, giving gearing of 19 per cent.

The loss before tax for the year was £10.7 million, compared with a profit of £6.8 million for the previous year. The damage was done by a slump in operating profits from £18.6 million to £7 million and a £20.9 million exceptional item consisting mainly of property write-downs.

In the peak year of 1989 Higgs & Hill made pre-tax profits of £26.6 million.

Sir Brian Hill, the chairman, said that the results "should be viewed within the context of the unprecedented adverse conditions imposed on our markets by the recession in the UK, which deepened throughout 1991".

The final dividend is being slashed from 14p to 3p, giving a 9p payout for the year compared with 20p for 1990.

At the time of the rights issue the company forecast a maintained dividend. Payment of the dividend requires a £23.7 million transfer from reserves.

Sir Brian said that the proposed dividend "recognises the strength of the balance sheet and the importance of dividend income to our shareholders".

He added that the 3p final dividend, "together with an appropriate interim dividend, should be seen as the base for future payments".

Below the line net extraordinary costs of £7.5 million included the £3.8 million cost of closing the company's specialist engineering business and £4.8 for provisions and losses on disposals.

The sharpest fall in trading profits was seen in the construction division where profits fell from £8.3 million to £2.6 million.

Profits from property were £1.3 million and from the housing sector £295,000.

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Closing Prices ..Page 26

COMMENT

Ill wind from the Continent

Since the election, money market interest rates have begun to edge in favour of a cut rather than the precautionary rise they were signalling. If, however, Norman Lamont had turned his face expectantly to Europe's banking elders, hoping perhaps for some encouraging signals to help him deliver an Easter push to economic confidence, he would have received only a stern slap. The annual report of the committee of EC central bank governors, taken with their *obiter dicta*, confirmed worst fears about the ERM.

Lower interest rates should not be expected, they said. Their reasoning, however, seemed to bear almost solely on the shocking lapses of Germany and the Netherlands, hitherto the Batman and Robin of European monetary rectitude. Inflation may have eased marginally from 5.7 per cent to 5.1 per cent last year across the Community, but it had got worse where it mattered. Governments' borrowing had risen to high, wage claims were excessive and lower interest rates were likely to conflict with efforts to keep prices under control.

That does not look much like a picture of Britain this spring. The unpleasant vision is aimed squarely at trade unions in Germany, where the most powerful public sector union is about to ballot its members for strike action to break the Federal government's patchy resolve to steer settlements into line with inflation. Sterling may have gained half a dozen pennings but that does not greatly improve Mr Lamont's room for manoeuvre on interest rates. A cheering half point cut still looks feasible, but this is a matter of paring the already modest premium in sterling over mark rates. Steering the pound into the narrow band of the ERM would have similarly modest objectives. Mr Lamont may wait until the Bundesbank has finished its glaring match with the unions and might be pressured to ease policy.

If only Bundesbank virtue is to carry reward, however, the reverse will surely apply the nearer we approach monetary union and the more convinced markets become that sterling and franc parities are there to stay. Mr Lamont may be tempted to tip the wink to Michael Portillo, his chief secretary, that a sternly dry mien in the face of public spending demands need not be backed by tough action, any more than before the election.

Fine judgment

The failed efforts of the Kuwait Investment Office to bale out of Midland Bank shares, before the Hongkong Bank group has even produced its formal offer document, have caused some puzzlement. The most straightforward and likely explanation is that its placing terms are pitched too finely. The KIO shares appear to have been on sale at a discount of only about 4 per cent of the value put on the HSBC bid, hardly mouth-watering given the length of time which may be required to consummate the marriage and the risk if anything should go wrong. The new government will probably see no reason to block the bid. Few competition issues are involved and HSBC's plan to move domicile to London, where it will come under the regulatory eye of the Bank of England, should avoid any objection from that quarter. With a fair wind, buyers of KIO's shares could still be off of cash for up to 6 months, possibly leaving only a penny or two of profit on the deal, which is scarcely worth the trouble and residual risk.

What the attempted sale does indicate is that the canny men at KIO have no faith whatsoever in a higher offer from Hongkong Bank or of the much vaunted counterbid from Lloyds. They are usually not bad judges of horseteeth.

Colin Narbrough says most of the economic soothsayers have failed dismally to point British industry in the right direction

The past 12 months have been bad for opinion pollsters and economic forecasters. Both went badly astray in their own specialised field of soothsaying but will undoubtedly survive the ignominy. What of the consequences? In one case they will almost certainly prove to be of fleeting significance as election memories fade. In the other, real damage has been done to business confidence and willingness to invest in plant and equipment.

The recession has been lengthened and perhaps even deepened by the collapse in confidence towards the end of 1991 when the long-forecast recovery failed to put in an appearance on time. The prudent businessman rightly decided that he would believe in recovery only when he could touch and see it personally. There are no boardroom accolades for executives who invest into a black hole.

Last year, there was a near unanimous view from the forecasters that Britain's economy was turning the corner after the guns fell silent in the Gulf. Wrong. Whether their economic models were demand-based, more monetarist in their approach (like some City analysts) or a mixture of the two, the forecasters, with a few honourable exceptions, boldly led businessmen into the wilderness of phantom upturns.

Whatever factors political analysts eventually credit for the government's election victory, you can be sure they will not include skill at economic forecasting. For months the main interest in economic signals was as a factor in the election rather than as any reliable guide to the poor businessman wondering whether he should prepare for renewed expansion or apparently endless recession. The figures even failed the policymakers.

Robin Leigh-Pemberton, Governor of the Bank of England, made plain, in his Durham lecture in 1990, that official misinterpretation of the economic data was a reason why policy failed to pick up the sharp acceleration in inflation in the late Eighties. "We put the brakes on when the speedometer indicated we were doing 60 mph. Some time later it said we were doing 55. When the tachograph was opened, however, it revealed that we had actually been doing 70 when the speedometer read 60," Mr Leigh-Pemberton said. A hard pull of the monetary reins pushed the base rate up to 15 per cent, ultimately producing recession.

If the Bank of England and the Treasury, with their economic models employing statistical and mathematical methods to verify and develop economic theories, failed to spot the inflationary threat, it is



Anyone's guess: Mr Lamont's green shoots wither, while the Bank bumps along the bottom

hard to imagine how most firms could be expected to foresee the dramatic deterioration in economic conditions as boom turned to bust. The sheer cost of economic analysis and prediction puts it beyond all but the authorities, the largest companies and financial dealers and academically oriented research institutes. Most firms have to rely on official or City forecasters to provide the big picture against which they must gauge their options.

Macro-economic forecasting is without doubt difficult, especially in an open economy such as ours. Colin Robinson, professor of economics at the University of Surrey, points out in his foreword to *The State of the Economy 1992*, that those seeking to predict macro-economic events are "significantly in error most of the time". This shortcoming is, furthermore, the focus of public attention at actual or supposed turning points in the economy.

Professor Robinson, who notes that the past year has been particularly bad for forecasters, argues that the past has proved an "extremely imperfect" guide to those trying to predict the response of consumers and investors after a long period of growth and structural change in the Eighties. His hope is that such a chastening experience will lead fore-

casters to adapt their methods to the changed economic regime.

In an illuminating article in its *Quarterly Bulletin* last August, the Bank of England said its econometric model had been altered considerably over the Eighties to reflect important changes in the way the economy operates, specifically citing City deregulation as an example. Inaccuracies in data had been a "major and increasing source of actual or apparent forecast error," it revealed.

Economic modelling was not condemned. Indeed, the Bank concluded that the "importance attached to modelling and forecasting as a discipline for coherent analysis of economic questions has not diminished". It underlined, however, that the quality of basic economic data was crucial to accurate forecasting and that it shared the concern of the Treasury, the Commons treasury and civil service committees, and outside users over the deterioration in quality since the mid-Eighties and the importance of steps to improve it.

The speed at which the Treasury has shifted ground during the recession would suggest an urgent need for improved data collection and forecasting techniques. John Major

admitted in November 1990 that Britain was in recession, but assured us it would be the briefest and shallowest downturn on record. In the event, the 0.5 per cent growth officially predicted for 1991 turned out to be a contraction of 2.4 per cent.

Only last November, as the "green shoots" of recovery hopes withered, Mr Lamont was still expecting a fall of 2.1 per cent. As the Bank of England predicted last summer, we are still bumping along the bottom. A feature of Treasury behaviour last year was its attempt to align its views more readily with current consensus in the City and academia. Defenders of the Treasury's record recall that the consensus forecast for GDP at the time of the last autumn statement was a contraction of 2.2 per cent. Some individual forecasters were more accurate, but most were over-optimistic.

Despite the risk that forecasters prefer the protection of the herd and seek to stay with the consensus view, many business folk, corporate planners, company treasurers and fund managers invest a great deal of trust in consensus data. David Kern, chief economist at National Westminster Bank, chairs the Society of Business Economists forecasting group. The panel produces a forecast twice a year, and annually

contributes to a more consensual survey that includes the views taken by economists from the City, the Treasury and economic institutes.

Mike Sykes, editor of *Consensus Economics*, makes no secret of the fact that the 35 forecasting institutions his publication covers were "fairly wrong" in 1990-1. More reliable than the consensus, or quasi-consensus, approach are the surveys, such as those produced by the Confederation of British Industry, the Association of British Chambers of Commerce or business information companies.

Based on responses from large samples of companies to questions on actual and expected performance, they have tended to track the path of the ups and downs of the economy with considerable accuracy. The October CBI trends survey soured hopes of recovery last year. Andrew Sentance, head of economics at the CBI, emphasises the value of getting a fix on what is currently happening in the economy.

For businesses, an accurate picture of the economy is important for budgetary purposes. According to Dr Sentance, "a forecast affects the way you err". But he does not underplay the importance of a firm's own ability to foster success. As to the quality of forecasts in general in recent years, he believes the problem lies more with the volatility of the British economy than with analysts. Another problem is the over-focus on short-term forecasts to the neglect of the medium-term.

Nick Boucher, head of strategic planning at Glynwed, the engineering group, is openly dismissive of forecasts, as he believes that nobody can predict more than nine months ahead with any accuracy. "It would be exceedingly foolish for any company to rely on any economic forecasts," he said. Apart from certain sectors, where companies have to look far ahead, he thinks companies are better served by generating their own business and reacting to market currents. Instead of vesting hope in forecasts, Dr Boucher favours "scenario-planning" to establish how the company will react to a range of possible developments.

Richard Freeman, chief economist at ICI, the chemical group and bellwether of Britain's industrial health, produces in-house forecasts with his team, a luxury only the biggest companies can afford. While a follower of CBI surveys, he uses partly model-based forecasts for the chemical industry for which macro-economic forecasters produce inadequate detail.

At the other end of the scale, Stan Mendham, founder of the Forum for Private Business, a lobby group for small business, sees little merit in forecasting. Small firms, highly susceptible to change in the environment, simply need economic growth and monetary stability to thrive, he says. The vast majority of Britain's small firms, and many larger companies too, still appear to fly by the seat of their pants and are largely reactive, with little time for economic forecasts — good or bad.

THE TIMES CITY DIARY

Inns and outs of rent row

BARRISTERS may have lost their monopoly on advocacy rights, but in one area at least they are managing to hold competition at bay. Top lawyers in the Inns of Court have faced eightfold increases in rent over the past decade to pay for repair work that they claim their predecessors neglected. Now, they have rebelled en masse. They have drawn the line at paying a "competition premium" for the privilege of having chambers within the prestigious Inns of Court. The Inns claim that a premium is warranted for being in the environs of Gray's Inn and the Temple. The lawyers, however, including Michael Jefferis, the Lincoln's Inn barrister, argue that the Inn has a duty to provide accommodation for its members and, therefore, has no right to set market prices that reflect the competition for space. Plans have now been changed and the "premium premium" will be phased out. This change should mean a reduction in rents — currently up to £46 a sq ft within the Inns, compared with £20 outside — but a dispute over the size of the reduction still rages. The lawyers are demanding a reduction of 20 per cent while the Inns are offering 2.5 per cent at most.

Asking for funds

THE charity "Just Ask", which looks after abused and homeless young people in London, is yet another casualty of Friday's bomb blast in the City. It moved into new premises in Bishopsgate at

the end of March, behind the Baltic Exchange, only to have all its windows blown out and the top floors of its building badly damaged by the explosion. Just Ask, which had been given three years' rent-free accommodation by Legal & General, now faces a substantial bill for repairs at a time when funds are tight. Davina Lilley, a director, is appealing for donations. Meanwhile, she was yesterday seeing young clients for business as usual. "We'll carry on working in and around the workmen," she says stoically.

Hands-on lesson

MENTION to the Abdullah brothers, Raschid and Osman, that you are thinking of leaving the City and going into business and you had better be prepared for the consequences. Rupert Lewin, corporate finance director at Robert Fleming, the Abdullahs' broker, did just that and found himself waiting for the luxury of Copthall Avenue to SI Industries, a loss-making manufacturer of beer coolers in east Croydon. The Abdullahs acquired SI as part of Starmin, their new, fully quoted, quarry company, which, they hope, is set to repeat their impressive growth record at Evered in the Eighties. Undeterred by his inauspicious surroundings, Lewin, 36, has now been turning SI round since last July and will receive his reward as part of a buyout worth more than £1 million, which should eventually leave him owning 50 per cent of SI's shares. Lewin, following the example set by the Abdullahs, now hopes to establish his own vehicle, which he can



"The soup is off — the dividend is still on."

eventually take public, and says that the opportunity given to him by the Abdullah brothers has been invaluable. "If I'd gone straight into a public company without this hands-on experience, I'd probably have come a cropper," he says.

Rueful Russell

IT MIGHT have turned out to be a better year for the stock market than the City had feared, but for Richard Russell, BZW director, employed on the firm's sterling bond side, it has already been a year he would rather forget. Russell, 44, a keen amateur jockey, is all but recovered from an accident he suffered at Ludlow in February — he fractured his jaw and several vertebrae when the rest of the field trampled on him — and has been advised not to ride again until the end of May, a date that coincides with the end of the season. "It's very frustrating," Russell says. "I've ridden over 50 winners and I was the leading hunter chase rider in the country last season." His frustration is

heightened by the fact that he fell only five days into the start of the season, which begins on February 1. At one stage, his injuries were so debilitating that he was forced to miss the annual Wedd partners reunion dinner at the Cavalry and Guards Club, a spirited affair organised by Robert Wilson Stephens, 1A major and former Wedd partner, otherwise known as "Major Woolf Woolf" or "the rhino" — because of his stature and not, his former colleagues assure me, the thickness of his hide.

Holiday casualty

ONE City of London bomb casualty, albeit indirect, has been Andrew Fleming-Williams, managing director of Winterthur Insurance (UK). He had to cut short his skiing holiday to sort out his company's accommodation problem. Winterthur's offices, located on the fourth floor of the Commercial Union building, were wrecked in the explosion. He says: "Broken furniture, shattered glass everywhere, filing cabinets turned over, rain pouring in, a real horror story. I now need 6,000 sq ft of City space in a hurry. Fortunately, there's quite a lot of it about." He adds that, at Geneva airport on Monday, as he awaited his return flight, he spotted Sir Richard Rogers, the architect, among the passengers, and asked him how his controversial Lloyd's of London building had fared. Rogers expressed considerable surprise. He had been so busy harping down pisties that he was totally unaware of the bomb.

CAROL LEONARD

BUSINESS LETTERS

Shopping around for a good deal

From Mr M. J. Holden
Sir, So Mr Malpas of Tesco considers that "consumers in this country get an astonishingly good deal compared with their counterparts of the Continent" (April 8). My personal experience does not support his contention. In the year prior to my departure from Belgium my housekeeping bills were £3,900; for the year following my return to the UK they were £3,600. I would not call a difference of £300 "an astonishingly good deal", and it has been achieved only by altering my shopping pat-

tern. In the first three months following my return to the UK I was spending 5 per cent more than in Belgium where I bought almost all my food in supermarkets. I no longer do so but shop around. In particular, I find that fruit and vegetables are often up to 25 per cent more expensive in UK supermarkets than in Norwich city market and the choice and their quality much worse in UK than in Belgian supermarkets. Yours faithfully, M. J. HOLDEN, 15 Princess Beatrice Close, Norwich.

Plea for justice over Abbey shares

From Ms Rose Clouts
Sir, I was heartened to read the letter from Mr Michael May (April 9) regarding your report on the unclaimed shares following the Abbey National stock market flotation. I was one of those members who were unfairly treated. My husband was knocked down by a car and died as a result of his injuries on April 18, 1989 and, as a result, I, as second joint holder of two accounts with the society, did not receive any free shares. Nor was I permitted to purchase the minimum of 100

shares offered to other members before the general flotation. All my efforts to obtain fair treatment prior to the conversion date, including a personal appeal to the chairman of the board, were to no avail. Subsequent attempts have been equally unsuccessful. Perhaps, as Mr May so rightly says, Abbey National should try to correct such obvious injustices. Yours faithfully, ROSE CLOUTS, 506A Finchley Road, London, NW11.


An odd sign of the times for business

From Mr H. J. Belsey
Sir, Isn't it odd that an increase in personal indebtedness should be seen as an encouraging business sign? Yours truly, H. J. BELSEY, Flat 3, "Heathend".

4 Bromley Lane, Chislehurst, Kent.
Letters to The Times Business and Finance section can be sent by fax on 071-782 5112.

THE TIMES

Lives Remembered

Excitement... intrigue... eccentricity... All elements of a fascinating new book, <i>Lives Remembered</i> culled from The Times obituaries 1991. Tyrants rub shoulders with pop stars, royalty with politicians, in an extraordinary parade of the great, the good and the villainous.	 King Olav of Norway - Britain's friend	This is a book which will appeal to those looking for a reference work of some of this century's notable players, as well as to those looking for fascinating and absorbing reading. <i>Lives Remembered</i> is available from bookshops, or direct from the publishers, Blewbury Press, 10 Station Road, Pangbourne, Berks RG8 7AN price £19.95 (hardback)
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Australia dollar	2.3022-2.3057	Austria	11.62-11.64
Bahamas dollar	0.8480-0.8494	Belgium (Com)	33.98-34.02
Brazil cruzeiro	3075.76-3078.52	Canada	1.1816-1.1821
Cyprus pound	0.8182-0.8225	Denmark	8.4853-8.4900
Finland markka	9.7917-9.7975	France	5.9950-5.6000
French franc	6.5525-6.5560	Germany	1.6285-1.6335
Hong Kong dollar	15.6432-15.6528	Italy	13.025-13.15
India rupee	30.20-30.50	Ireland	1.6110-1.6140
Kenya shilling	0.5166-0.5220	Japan	1242.0-1243.0
Malaya ringgit	4.424-4.4571	South Korea	13.05-13.15
Mexico peso	5.380-5.480	Malaysia	2.5472-2.5485
New Zealand dollar	3.2493-3.2425	Netherlands	1.6005-1.6015
Swedish krona	9.146-9.152	Portugal	141.80-142.00
Singapore dollar	9.979-9.9213	Singapore	1.6537-1.6547
S. Africa rand	9.6460-9.6511	Spain	
Taiwan dollar (com)	2.4825-2.4850	Sweden	3.9752-3.9755
U.S. dollar	0.5482-0.5075	Switzerland	1.5210-1.5217

Source: Bank GTS • Lloyd's Bank

Base Rates: Clearing Banks 10% Finance Bank 10%

Discount Market Loans: Overnight night 1 1/4% Low 9 Week fixed: 10%

Treasury Bills (Maturities): 1 mth 10 3/4% 3 mth 9 3/4% 6 mth 9 1/4% 9 mth 9 1/4% 12 mth 9 1/4%

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ACCOUNTANCY TIMES

Being a partner no longer guarantees a job for life

Edward Fennell finds firms are using the recession to discard partners whose faces do not fit

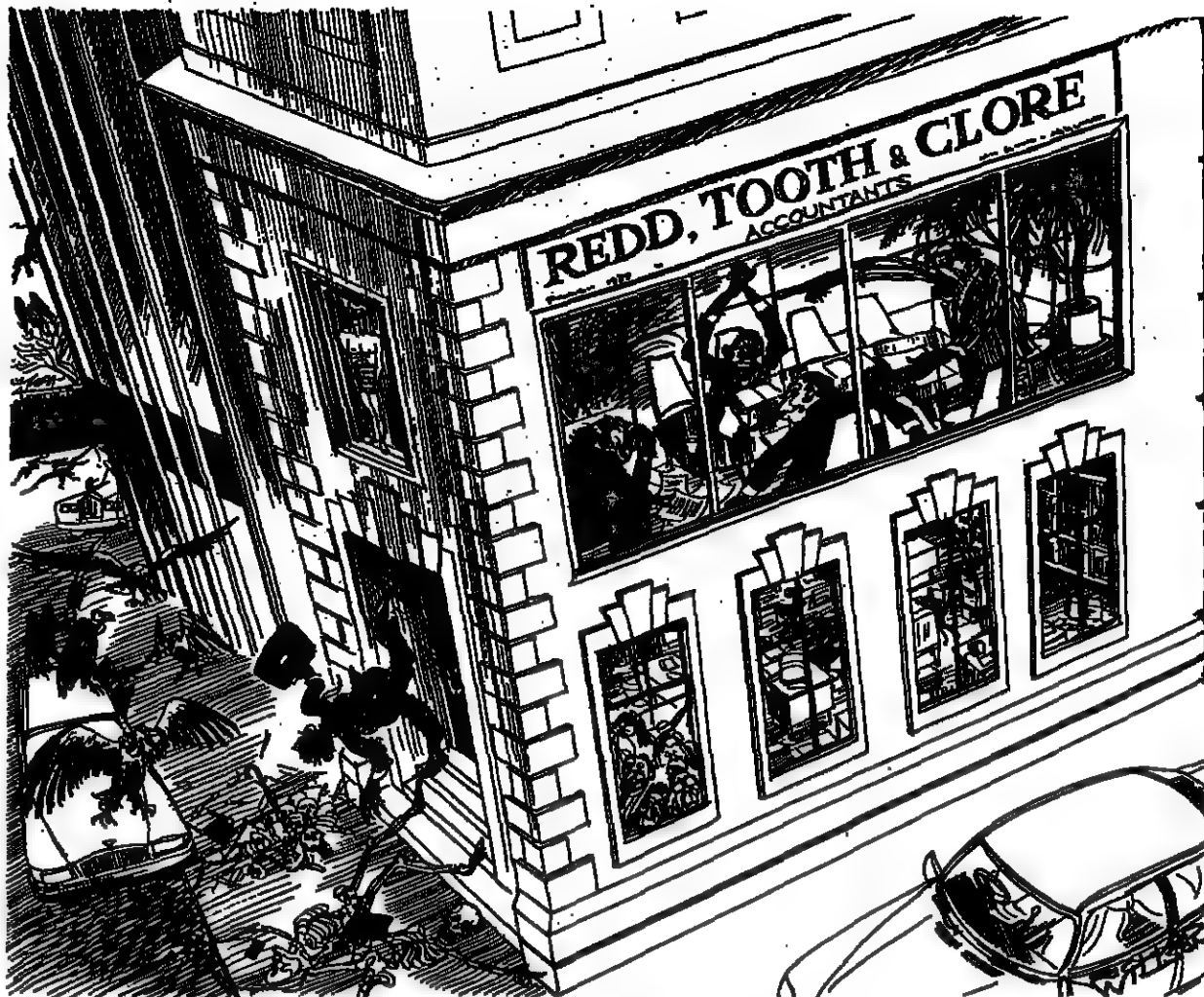
Partners in accountancy firms used to be like aristocratic grandees, the masters of all they surveyed. Now, however, they are increasingly like cabinet ministers with executive powers but only precarious tenure on their jobs.

The past few months have seen growing numbers of partners being discarded by their firms as the recession cuts into profitability. This is not simply a matter of shrinking the size of firms to reflect a contraction in workload or pressure on fees.

Many firms, both medium and large, are using the recession to dispense with weaker partners or those deemed not to be performing to standard. In doing so, they are highlighting the gap between the proprietorial and managerial roles of partners. I used to be enough to own a slice of a firm to have a job guaranteed for life. But the progressively corporate style of accountancy firms has put this privilege under pressure.

For example, Nash Broad Wesson, a 17-partner firm in the West End of London, has recently introduced a sophisticated management reporting system called "Fair Shares for All", which tracks individual partner activities and provides, in effect, a sanction on drawings by those who are not performing to standard. Peter Parr-Head, the senior partner, said: "Partners now operate to very tight disciplines. And for the firm as a whole we have taken the opportunity of today's economy to get rid of some."

Among the larger firms there have also been casual-



ties, although in some cases these have been more on the management consultancy side than on auditing.

John Hayward, who runs the London practice of Price Waterhouse, said: "In the 1980s, making partner was regarded as being a terribly secure situation. Now we have to ensure that we are really certain of the quality standards we apply."

Because of the increasing cross-border integration of the business, PW is now undertaking work to try to ensure common partner standards across Europe. Because of its size, London has traditionally been a source of partners for offices elsewhere in

Europe in need of management talent. In part, this also helps to ease the bottleneck pressure on partnerships from the rising generation of accountants and management consultants. By itself, however, this is not enough to create room for rising talent. As a result, PW has a system of early retirement which, in John Hayward's words, is "fair to both sides".

Age does not necessarily diminish performance, but as one leading accountant with a big firm commented: "The technical demands are now much greater than they used to be and things are changing so fast that you really need to be on the ball to keep up."

Many of the big firms have deliberately severed the "ownership" link between individual partners and clients in order to strengthen the feeling that the client belongs to the firm. This has not encouraged partners to feel indispensable.

According to Bob Simm, of KPMG Peat Marwick, however, the market is now too tough to allow for any complacency. "Price sensitivity and value for money is the biggest issue facing firms — the question of survival is now on the agenda," he says.

Good management now dictates a change in approach to partnership. "We have now moved into a per-

formance based culture and partners cannot be exempted from that. Moreover, you cannot pull up the drawbridge on partnership for younger people, so you need to be able to restructure to free up opportunities and encourage older partners to take up outside interests."

So partnership is no longer a sinecure. On the contrary, it now means you have to run even faster to keep up. People who thought themselves independent professionals now find, like any employee, they have to please employers whose opinions on what makes good performance might be very different from their own.

Opening Europe to competition

EUROPE has long been the greatest challenge for the accountancy profession. The global accounting firms have formed alliances after alliance with firms across Europe. These have stuck in some cases, shifted in others. At times, in the mid-Eighties, the overview of which firm was linked with which bore more resemblance to diplomatic activity in the days when the Schleswig-Holstein question was uppermost in people's minds than important business expansion.

Now that the period of frantic scrambling for position and market share has died down, there are other questions to be faced. The main one is how far there is serious competition and freedom of access to the market when six large firms dominate the market, with a smattering of second-tier groupings picking up the scraps.

This prompted DG IV of the European Commission to ask National Economic Research Associates (Nera) to produce a report, which has now been published, on the issues involved.

It must have been a difficult task. The European accounting profession is far from homogeneous. In each country, accountants fulfil different tasks and have different needs under very different legislative responsibilities.

The United Kingdom is the largest in terms of qualified members, Luxembourg the smallest. Paradoxically, these two countries also have the highest number of accountants per head of population. The UK with 173,174 has 780 accountants per million population. Luxembourg with 325 has 860 per million. That sort of extrapolation shows how hard any real comparisons are. So what Nera did was to concentrate on the larger firms and assess how far the small numbers of significant firms really harmed competition. In this, it was further hampered by different approaches to rules and laws within the EC. A significant point in the argument over whether the UK should ban audit firms also doing management consultancy work for audit clients is that such a ban exists in other parts of Europe.

As the report makes clear, a ban might exist as a legal principle but the practicalities are very different. In Italy and France and so, as you would expect, Nera learnt from its formal requests for information that "the question of audit-consultancy links was not applicable in their case". It was a different story when it came to detailed interviews. Typically, Nera says that "judging from the comments made to us during interviews with the accounting firms, we would doubt that these regulations work so well as to deny these links altogether."

The report's overall conclusions state bluntly that "even where there are regulatory obstacles to prevent the links between statutory audit and other services there are (with the exception of Greece and, arguably, Italy) largely avoided by the firms".

Nera does not complain about this though. "We do not regard these links as posing any threat to competition, though they do have some implications for the regulation of professional independence."

The main question for the European market is that of competition and whether the relatively small concentration of the

firms into the Big Six and the second-tier firms works against the public interest.

On this, the Nera report almost falls over backwards in its attempts to be even-handed, and the results are somewhat bland.

It looks hard, for example, at the idea that the big firms get together and collude in fixing charge-out rates. "In at least two member states we have been informed that members of the Big Six meet together to exchange information about the charge-out rates on which their fees for audit and consultancy services are based."

Nera concludes, however, that "even if such exchanges are widespread, there is some distance between this position and the effective establishment of a collusive understanding."

"First, in preparing a bid price in response to a competitive tender, there is no assurance that full charge-out rates will be used, and in a competitive situation it is invariably the case that discounted rates will be employed. Second, competing bids in a tender situation may suggest quite different ways of tackling the task in question, with no guarantee that the number of person-hours or the composition of the team as between senior and junior staff will correspond. Third, even if successful collusion on price were possible, this would still leave open competition on quality of service. The uncertainty surrounding all three of these suggests that the characteristics of audit contract competition make this market highly unsuited to successful collusive behaviour."

The report also leaves open the question of how much further the market could allow mergers to reduce the number of big players. "Although a reduction from six to five players could threaten competition," the report says, "this is not generally the sort of market structure concentration which would necessarily lead a competition policy enquiry to an adverse finding."

This will not hearten the firms, though. Any further merger between the largest of the firms would certainly lead to regulatory problems on the other side of their global empires — in America.

But it is interesting to speculate. Early on in the report, Nera makes the point that the Big Six split neatly into two sections. "Arthur Andersen and Price Waterhouse are generally acknowledged to have a more unified structure," it points out.

This is not necessarily a good thing. Much later on, the report concludes that "as a broad generalisation, we would say that two of the Big Six networks, Arthur Andersen and Price Waterhouse, have sought to use the same approach in expanding into member states where there is an established auditing profession. Measured by the fee income of the network member, this has generally been less effective in these member states than the approach adopted by KPMG, Coopers & Lybrand, DRT and Ernst & Young."

Who knows? Perhaps Andersen and Price Waterhouse should reopen the merger talks that foundered so suddenly a few years ago.

● The author is the Associate Editor of Accountancy Age.



ROBERT BRUCE

Halfway down the path to change

Raymond Hinton examines the state of play in reforms to close the expectation gap

THE focus on the accounting profession is unprecedented and there is growing concern on the part of both public and government.

The debate has two broad strands, the "constitutional" issues, for example, self-regulation and the auditor's role in corporate governance, and the "expectation" issues. Both strands are critical, but it is the profession's response to the "expectation" issues that cause most public concern.

The term "expectation gap" originally referred to the gulf between what the auditor believes he delivers and what the user believes he receives. More recently, the concept has widened to embrace most of the perceived shortcomings of financial reporting.

There are, of course, many "gaps". What are they, what has been achieved and what remains to be done?

The Eighties closed with almost universal accord that financial reporting had reached a nadir.

Vital areas of reporting were not covered by standards, rules that did exist were liberally interpreted, "creative" accounting, abundant and comparable between businesses thwarted.

The omens for successful reform are good. The Accounting Standards Board has set itself an ambitious programme and important issues, such as the presentation of earnings and guidelines for management commentary and analysis of results, are at the top of its agenda. The review panel has flexed its muscles with the public admonishment of some big listed companies and the urgent issues task force has begun to fill in some of the gaps. What we now await is evidence of a real change of climate in reporting from industry.

Few issues have shocked users more than the discovery in the aftermath of financial collapse or sudden turn of fortune that the business lacked an adequate information system and/or proper systems of internal financial control.

Little wonder that there is growing demand to require listed companies to maintain adequate information systems and a proper system of internal financial control and for directors to tell

shareholders, based on the auditor's review of the systems, that they are satisfied with the systems and controls.

Subject to accord with business on what constitutes an adequate management information and control system, the profession is broadly ready to review and report publicly. The final impetus must come from government.

Few would argue with the need to establish and enforce the highest standards. Here, much remains to be done. While the profession has long been required to apply demanding standards, the examinations of failed businesses occasionally suggest, either directly or by implication, some defect in audit procedures. The observer is frequently left with at least circumstantial evidence that standards are wanting.

Yet while demanding standards are vital, most audit failure arises not from a lack of established standards but from human failure. Real quality and a more immediate response to the critics can come only from individual firms.

A key factor is the attitude and approach of partners. Greater scepticism, more willingness to challenge and some shift from the presumption that all management is honest are needed. In addition, the risk of audit failure would be greatly reduced if the procedures for the audits of listed companies included thorough consultation within firms of both reporting and auditing issues; oversight of the engagement by a second partner (to advise and concur); auditor involvement with interim statements and a move from the retrospective review of transactions to more continuous auditing.

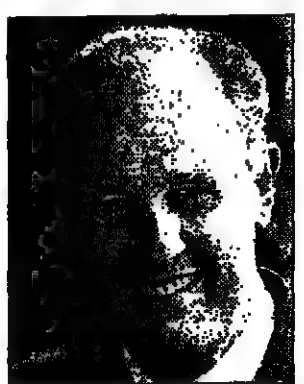
As to auditing standards, the profession's determination to elevate standards is less convincing. While financial reporting has been adequately funded and resourced, the Auditing Practice Board is much less well able to address its backlog and keep pace with new developments. In addition, the respective

institutes appear determined to pursue their own auditing initiatives. This imbalance and duplication should be addressed urgently by the professional bodies.

Few issues are more emotive than auditor allegiance. Legally, the audit remains part of the process whereby shareholders review the stewardship of management. In contrast, society and, increasingly, government, believe that the audit is of such wider public interest. Such public interest would include all of the current and prospective users of financial statements and include not only shareholders, but employees, customers, suppliers, banks and other providers of funds. It would also include the many regulatory, governmental and quasi-governmental bodies that have relationships with companies.

The profession is fearful that any extension of its duty of care could lead to financial catastrophe in the event that the audit is found wanting. Here, there is a big dilemma for all concerned. Politically, the profession must recognise and respond to the wider public interest, but it will not survive economically if it accepts an expanded role without first obtaining some form of legal protection. This could take the form of a change in the law to permit the courts to apportion damages and enable the auditor to limit his liability in line with most other businesses.

While it is quite clear that the responsibility for preventing fraud rests with management, it is common ground that the audit should afford a reasonable expectation of detecting material fraud. The professional guidance is unequivocal on this and specifies when and how to report to management, shareholders and third parties (in the public interest). Yet many issues remain.



Hinton: swift response.

Ahead of the game

CITY firms pay telephone number salaries for the best economists, the brightest analysts and the most prescient forecasters. But their skills are not always enough to carry the day. In January, Reuters, the information group, invited a selection of City whizz-kids to its annual thrash in the Apothecaries' Hall. Guests were invited to enter a suitably themed competition asked by tackling four questions: When would the general election be held, what would the outcome be, where would the FT-SE 100 index stand at the end of the following day and — what would the pound/mark exchange rate

be? The smartest brains in the Square Mile were no match for Oriana Pound, public relations manager at Coopers & Lybrand Deloitte, who predicted the correct date, a Tory win with a working majority, came within ten points of the closing Footsie figure and was out by a pfering on the mark.

Bulgaria bound
COOPERS & Lybrand, as the firm will be known in Britain from June, has opened its first office in Bulgaria. The office in Sofia is believed to be the first to be opened there by one of the Big Six, but it seems a fair bet that others will follow. Coopers has also been helping devel-

op two stock exchanges in Czechoslovakia and is advising Moscow City Council on how to privatise itself.

Sporting life
FIERCE competition is set to break out between accountancy firms in the run-up to the fifth World Corporate Games, which take place in London from September 25 to October 4. Ernst & Young has thrown down the gauntlet to others in the Big Six by proposing to sponsor an "Accountants Cup". Up to 60 E&Y staff are going to sweat it out in a choice of 22 sports including athletics, badminton, basketball and bowls. Venues will include Crystal Palace, Wentworth

and Wimbledon. Jonathan Boyfield, E&Y's number one ranked squash player — and a supervisor in the firm's expatriate tax department — is modest about his chances. "My personal expectations

are very low because there are a lot of very good squash players around," he says.

On the menu
IF ONE memorable thing emerged from the Institute of Chartered Accountants' annual dinner last week, it was hopefully the quality of the food. For catering was provided by Prue Leith, now running the "caterer" at Moorgate Place. Leith's at the Institute, as the catering arm is known, reports a 20 per cent increase in business since it took over on February 1, and is well on course with plans to throw its doors open to members of the public this year. First, comes a facelift, when the restaurant will close for six weeks in August and September.

Jon Ashworth

Review will spell out priorities for auditing practice in next century

By GRAHAM SEARJEANT, FINANCIAL EDITOR

YET another exercise in public consultation was started by the accountancy profession this week. The Auditing Practices Board has begun a strategic review of auditing practice, aimed at producing a report in the autumn that will set out key priorities for immediate and longer term change within a "vision" of the future direction of auditing into the next century.

The first step, says the APB, will be to find out how far auditors are meeting the needs and expectations of users of financial information. The board cannot be accused of ignoring this crucial audience. Like the Financial Reporting Council, it includes non-practitioners. More daringly, it has chosen one of these, John McFarlane of Citibank, to head the review working party.

Letters have been sent to almost 90 interested parties. They are invited to say what they really want from audits, without being prompted on issues such as costs, responsibility and independence of auditors, or what might be put in their reports to widen the choice between a clean "true and fair view" and the dreaded qualification.

This is splendidly responsible but will it earn much of a response? Not if the experience of the Accounting Standards Board is any guide.

Robin Leigh-Pemberton, Governor of the Bank of England, made this clear in his speech to the annual dinner of the Institute of Chartered Accountants last week. He said: "It is up to the users of accounts to make clear what they really want from them."

"So far, however, users have been notable for their virtual silence. Institutional investors, brokers, analysts and even the banks seem, with certain honourable exceptions, to have made little contribution to the public debate on corporate reporting, except when their interests have been directly affected. Unless users of accounts play their full part in the ASB's consultation process, the reforms will risk failing to reflect the constituency it must serve. Successful reform must be a two-way process."

The debate over accounting and auditing standards was started by public clamour. Some brokers, such as Phillips & Drew, have made significant contributions, but it took a brave analyst to criticise, say, the accounts of Robert Maxwell's companies in public.

Institutional investors and the banks have taken a determinedly low profile ever since the start of the long-running saga over City "short-termism". They like to think they have access to more detailed information than is available in public accounts. In crucial instances, they are wrong. If public company accounts are to improve, big users must be big beneficiaries.

Many may choose to remain passive, however, as long as they feel on the defensive. As the Governor made clear, they still are. While David Tweedie at the Accounting Standards Board is trying to make profit statements less focused on single numbers and, therefore, less open to distortion, the financial markets remain addicted to simplistic numbers and ratios.

"The need for cultural change," the Governor said, "is not confined to those involved in the production of company accounts."

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On the menu
IF ONE memorable thing emerged from the Institute of Chartered Accountants' annual dinner last week, it was hopefully the quality of the food. For catering was provided by Prue Leith, now running the "caterer" at Moorgate Place. Leith's at the Institute, as the catering arm is known, reports a 20 per cent increase in business since it took over on February 1, and is well on course with plans to throw its doors open to members of the public this year. First, comes a facelift, when the restaurant will close for six weeks in August and September.

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INFOTECH TIMES

High-tech on test at Expo

Much of the technology on display at the Seville exhibition will be available for use and visitors could determine its future, Matthew May writes

As might befit an exhibition of the 1990s, there will be plenty of high technology on display at Expo 92, which opens in Seville on Monday. Unlike more modest undertakings, much of the high technology will actually be in use rather than just sitting in isolated splendour on an exhibitor's stand.

The 18 million visitors who are expected to pass through the gates of this six-month exhibition are likely to provide a harsh test-bed for some of the new technologies in use such as fingerprint verification and touch-sensitive computer screens.

If there is any protracted failure the systems could find themselves back on the drawing board. The fingerprint system, for example, is being run by Bull, the French computer company, and Telesinco, its Spanish subsidiary. The system requires users to have a fingerprint scanned and encoded on to a computer chip placed in a piece of plastic the size of a credit card. Whenever entering the Expo grounds, users must insert their card and present the relevant finger to a scanning system.

The system will be compulsory for the 400,000 people expected to buy the £160 season ticket, which allows entry to the exhibition for its duration. The organisers hope this will prevent any frequent and costly visitors from purchasing a season ticket and then passing it around to friends.

This biometric device is already being successfully used by many of those preparing for Expo — though one person who had to change the wheel on her car after a flat tyre

discovered that the system does not approve of a grubby finger.

The system's use at Expo will be the first large-scale test of a technology that could end up being the way we use cash machines and credit cards in future. This is especially as credit-card companies and banks become more concerned about fraud and phantom withdrawals from their cash machines.

David Ferrar, the director of Bull UK's open systems organisation, says: "Expo's implementation of this and its level of public acceptance has greatly interested a number of banks and retailers. This system has advantages over alternative methods such as voice recognition and signature verification."

Even more people, about four million, are expected to put 230 touch-sensitive computer screens through a gruelling field test. These are no ordinary terminals but "information stations for the electronic city of the future", according to IBM, the company that is providing them.

Arranged in 33 kiosks of seven terminals each, they will use pictures, text, voice and touch to provide information on the fair. Because the terminals interact with one another, IBM says they can be used to book a restaurant, for example, and have the reservation instantly confirmed. If the restaurant is full, an alternative will be suggested.

Voice messages can be left for other people with a television camera at every terminal able to store a digitised picture of the sender. In fact, every one of the



Echoes of the sun: in Fujitsu's film three-dimensional images dangle before viewers if they wear shutter system glasses, above right

terminals is an IBM PS/2 personal computer, and to demonstrate the abilities of distributed computing, there is no central mainframe but a network linking the information booths to a further 70 personal computers.

IBM hopes a successful demonstration of this technology at Expo may eventually lead to information stations being installed in shopping malls, on the street in the same way as telephone boxes and eventually even in the home, "providing virtually immediate access to an

entire universe of information about almost everything".

Surprisingly, there will be no computers at the stand of Fujitsu, the Japanese computer company. Like four other companies, including Siemens and Rank Xerox, it has achieved "country status" with 38 countries that have built their own pavilions.

The company says that instead it wishes to emphasise a more cultural and humanistic approach but admits it is at Expo partly to get its name better known in Europe

before the launch of a new range of personal computers.

On display will be an exhibition of Japanese calligraphy, but the main activity will be the showing of a three-dimensional film, *Echoes of the Sun*.

3D is a much misused term in computing, often referring to the display of computer graphics on a two-dimensional screen that can be revolved so that it can be viewed from different angles.

The Fujitsu film, however, is the real thing. It is shown in a special

cinema that resembles a flying saucer tilted at a 45-degree angle. The top half is taken over by the screen and the bottom half with seating for about 300 people.

The film uses the Imax system, which, like others, shows two images, one for each eye. However, while some systems use polarised glasses or lenses with different colours, this uses an electronic shutter system driven by infrared transmitters that open and shut a liquid crystal display on the viewer's glasses, alternately flashing

them on and off 96 times a second. The result is impressive. The dome-shaped screen is able to make objects appear above, beside and dangle just a few inches from the viewer's face, while there is a distinct sense of vertigo from being shown, and dropped down, yawning chasms.

Such films are unlikely ever to appear in the High Street. The cost of the 20-minute film, much of it relying on computer-aided graphics developed on supercomputers, has been estimated at £18 million. The way the glasses work would also exhaust the eyes if the system was used for a full-length film, and because each eye is effectively blanked out for half the time, colours are still dim.

The film shows how 3D could work. Although there are 70 cinemas in the world able to show such films, there is little chance that many more will be able to use it. By the time the technology is able to display bright enough colours and become comfortable enough to watch full-length features, 3D films are unlikely to be shown on a cinema screen at all but on a personal helme like those in fashion for virtual reality games.

Perhaps by that time, such systems will be so commonplace that people will not need to go physically to an Expo but will use their helmets to attend a virtual version.

Chris Partridge finds out why lumbering old computer technology is still selling despite lighter, cheaper rivals

Laptop computers are rapidly becoming the dinosaurs of the portable computer business, lumbering monsters with too much body and too little brain to survive.

The new generation of notebooks, light and agile, seems to be threatening them with extinction, but people are still buying them in large numbers. Just 18 months ago, the only portable computers worth the name weighed from 8kg to 10kg and were the size of a briefcase.

They became known as laptops because that is how they were used out of the office. In the last year, a deluge of portables known as notebooks has been sweeping through computer showrooms.

They are the size of an A4 pad of paper when closed — hence the name — weigh as little as 2.5kg and fit inside a briefcase. Notebook computers are light enough to be

Weight and price are not the only ways to choose a portable

easily toted around with a travelling executive, but powerful enough to run most of the standard office software.

Small wonder that they are already outselling laptops, within two years of being introduced. Nevertheless, people are still buying laptops in large numbers. Salesmen are mystified.

"Don't ask me why they are still buying laptops, when you can get a faster, more powerful notebook for less money," said the telephone salesman at Computall, a direct-selling computer distributor based in Aylesbury. "A notebook does everything a laptop will do for less money."

Computall's own brand of

laptop costs nearly £1,500 compared with the faster notebook computer at half the weight, which costs £1,300.

The salesman says: "Some people like the larger screen and the feeling of ruggedness and reliability that the larger machines have."

Reliability is the main reason for preferring a laptop to a notebook, says David Bridson, spokesman for Elonex, a British computer company that makes its own laptop at its factory in north London. "We have resisted the temptation to introduce a notebook so far," he says. "It is too much of a commodity market, and it has a high rate of returns to the dealer."

The Elonex laptop is a sturdy 15lb in weight, including the battery, and costs £1,500. One special feature is an unusual removable hard disc, so that the owner can keep the data in a safe place.

"One of the major problems with portables is security," Mr. Bridson says. "With the removable hard disc, if the machine is stolen, at least the data is safe. As for the hardware, what is insurance for?"

Armstrong announced a new notebook computer with a colour display priced at £3,000. Yet its colour laptop, which is double the weight, is still selling at £4,700.

Despite the advantages of the laptop, industry analysts foresee its extinction. Dataquest, the firm of market analysts, found that laptop sales declined by 25 per cent last year whereas notebooks shot up by 88 per cent, the sort of rise usually associated with consumer goods.

The final blow for the laptop is likely to be the introduction of standard credit-card sized memory modules and modules to a new standard agreed by the leading manufacturers in February.

Known as MCIA, the standard will allow many specialist manufacturers to offer memory modules, modems, network interfaces, "go-faster" processors and other products that will be usable on any notebook computer rather than just proprietary systems, as at present.

MCIA cards will replace floppy discs as the way of transferring programs and data to and from notebook computers, and will eventually replace the hard disc as the preferred method of storing

large amounts of data ready for access by the machine; once the price of large memory chips comes down, a process likely to be given a kick by the adoption of MCIA cards.

This process will also remove the two most powerful elements in notebook computers, increasing battery life greatly.

In typically British fashion, a British company, Psion, was one of the first in the field. It produced a notebook computer three years ago, well ahead of any rivals, but it was a flop on the mass market.

Could Psion's products be due for a comeback? Peter Norman, Psion's managing director, says the company's MC range is sleekly styled and light and the notebook is still

'A notebook does everything a laptop will do for less money'

the only one with a battery life measured in days rather than hours. It has been successfully marketed for corporate use as a customised data entry machine, and the technology behind it lives on inside Psion's successful Series 3 organiser and the data entry terminals used in stock control and other corporate applications.

The drawbacks of the MC range were a perceived lack of mass data storage, because all data is stored on credit-card sized modules instead of a hard disc, and lack of a convenient connection to available software because there is no floppy disc drive.

Portable computers will also benefit from the new ISDN systems beginning to cover the country. ISDN is a communications network designed for computers, accessed by connecting an ISDN adaptor box to the ordinary telephone socket.

At present the adaptors are expensive and bulky, but some companies are already developing ISDN adaptors within MCIA cards. The ISDN is so fast that most users will find connecting through it to the computer at home will be just like being connected to the office network. It will also be cheaper than using a phone line, because only data sent is charged for, even though it will seem to the user as though the computer is always on line.

One of the first MCIA cards was announced last month by south London manufacturer Dantex. It is a modem, based on a chip provided by Intel, giving speeds of up to 2,400 bits a second for little extra weight or power consumption.

The modem is connected to the telephone line by a cable with a bulge, about the size of a disposable cigarette lighter, which contains the circuitry needed to adapt the system for the British telephone system. This means that the computer containing the modem will be usable anywhere in the world as long as the right cable is supplied. For the first time, a single modem should be usable with any MCIA compatible computer — which will be almost all new models — and anywhere in the world.

This combination of advantages should ensure big sales and corresponding price reductions for the product, according to Philip Bengel, the marketing director.

The modem went on sale this month at around £400. Once all these extra features are available in notebooks without significantly adding to their weight or power consumption, it is difficult to see how laptops can survive.

ALAN WELLS

Multiple confusion

CONFUSION is rife about what exactly the term multimedia means and whether it is a technology, a computer application or a market, according to a report by Ovum, a firm of researchers.

It defines multimedia systems as those computers and software that support the interactive use of at least one of audio, still image or moving video pictures.

By 1997, Ovum predicts that a third of business computers will be multimedia personal computers, with 17 per cent of desktop software multimedia. It says growth is being held back by high costs, a lack of integration and a lack of agreed standards.

IBM cuts

IBM has announced more job cuts this week as it declared net profits for the first three months of this year, up by 7 per cent on the same period last year to \$595 million (about £336 million). The company would not say how many jobs would be eliminated. IBM has previously said it plans to cut staff by up to 20,000 this year.

The company, once famous for providing job security, cut 29,000 positions in 1991.

Super sound

FOR those with a spare £650 or so, Sony can offer a new amplifier designed to take advantage of the move towards better television sound. More than 15 per cent of television viewers have connected their sets to hi-fi systems, the company says, while 40 per cent of large screen television sets are now equipped to receive Nicam digital stereo.

The amplifier, which goes on sale in August, provides five types of surround sound effect, allowing users to choose between emulating the acoustics of a theatre, hall, jazz club, stadium or Dolby sound.

CD add-on

CD-ROM, software based on the computer version of compact discs, is becoming more inventive. In the United States, one disc is now available that enables you to set up your own bulletin board — a service that allows others to phone in and get information and public-domain software, and often to exchange mes-

sages. Bulletin-board services are usually smaller than the big commercial computer information services, and are run on personal computers instead of on mainframes.

You can arrange to give callers access to files on your computer's hard disc, as well as the files on the CD. That way you can set up electronic "mailboxes" for bulletin-board subscribers or establish "forums" where discussions can take place by message.

The disc, produced by Quanta, Inc. of Minneapolis, costs £100.

Comeback?

PERSONAL organisers, the icon of the 1980s, may have gone out of fashion but there is still a belief that computerised versions may take over. For example, Threads, of Berkshire, is selling a £233 package

that imitates the paper-based version, even down to an animated display that turns pages on the screen.

Sections include a ten-year diary, a planner that can work like a wall chart and an anniversary section that gives automatic reminders. Names and addresses are sorted automatically and the information can be printed out on organiser-sized paper.

Minute entrée

SINCE the failure of British Telecom's Prestel service — which sent computerised information over a telephone line — to attract more than 100,000 customers, there has been increasing interest in accessing Minitel, the buoyant French service, which has six million users for home and business on offer.

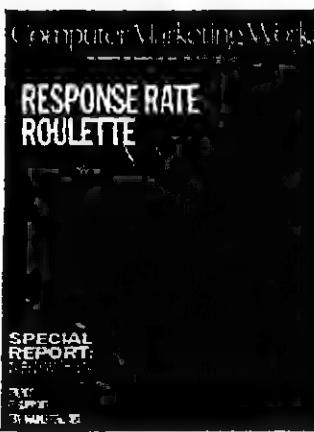
TranspacNetwork Services, based in London but part of France Telecom, has now opened a new gateway to Minitel so that British users can dial into the system and French users logged on to Minitel can access service-providers based in Britain.

MARKETING INTELLIGENCE

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International eligibility needs tightening

All Blacks tread a fine line with Bunce's selection

By DAVID HANDS, RUGBY CORRESPONDENT

WERE the International Rugby Football Board (IRFB) to come out today with a firm recommendation regarding eligibility for national sides, it would be entirely apposite: the board concluded its annual meeting in Wellington yesterday on the day when New Zealand announced their team to play a World XV on Saturday with Frank Bunce at centre.

Bunce played for Western Samoa in the World Cup only six months ago and even some New Zealanders are embarrassed that he can now turn out as an All Black. "We want to see an end to this farcical situation in the southern hemisphere where players can hop from one country to another," Denis Evans, the Welsh Rugby Union secretary, said before he left for New Zealand to watch the three-match series.

Wales' representatives on the IRFB have been pressing for a more standardised approach to selection: "We would feel unhappy playing against someone who represented one country in one

World Cup and then found he was playing for another four years later without a substantial change in his domestic arrangements," Evans said. Keith Rowlands, the IRFB secretary, is sympathetic. "Eligibility is a subject dear to my heart," he said. "I have been concerned for some time about the regulations which are historic. I have proposed a new resolution on eligibility to the board's policy committee, at the same time I have been receiving expressions of concern from the Pacific islands unions."

Scotland, as well as Wales, seek tightening on eligibility but that has been only one of several discussion points on the IRFB agenda. Fundamental change to the laws is another, not only to scoring values but to speeding up the game, which is a worthy ambition if it does not lead to the destruction of the essential character of rugby unions as Grant Fox, New Zealand's stand-off half, observed, taken to extreme some proposals would take the game too close to rugby league.

The board's laws committee, faced with 80 proposals for change, must also consider implementation: the Australians want to introduce change midway through their season while England, as a counter-balance, have insisted upon a period of experimentation.

Australia also seek amendment to regulation seven of the amateur laws, which would permit individuals "not previously bound by the regulations" to play rugby union. They support an extension of the discretionary powers which have created such discontent, in respect of reinstated players being permitted to play at a non-representative level, and over regulation four, communication for reward.

Three former Wallabies who turned professional, Chris Roche, Tony D'Arcy and Tony Melrose, all seek reinstatement but Ronnie Dawson, Ireland's senior IRFB representative, emphasised that "amateurism is still the most important problem facing the governing body of the game".

While the game's administrators have pondered, New Zealand prepare for the first of nine internationals this year, against the World XV in Christchurch. Their team includes three new caps: Bunce, Mark Cookley, the 6ft 9in lock from Counties, and Richard Turner, the North Harbour No. 8. Eleven members of the 1991 World Cup squad survive, with Greg Cooper, the Otago full back, making a return to international rugby after a six-year interval.

The World party warmed up for the weekend by defeating a Hannon Shield Districts XV 74-3 in Timaru. Jeremy Guscott, the England centre, and Derek White, Scotland's No. 8, each scored two tries and Andy Nicol, the Scottish scrum half, claimed one.

NEW ZEALAND: G Cooper (Otago), R Turner (Auckland), W Little (North Harbour), B Bunce (Canterbury), V Hoggan (Auckland), G Fox (Auckland), S Bunch (Canterbury), S McDonald (Auckland), S Fitzgerald (Auckland), R Lee (Wellington), P Henderson (Southland), J Jones (North Auckland), M Cookley (Canterbury), M Jones (Auckland), R Turner (North Harbour), R Henderson (Auckland), G Dowd (North Harbour), G Purvis (Wellington), J Joseph (Otago).

Lynagh in Treviso side to face Bath

By DAVID HANDS AND CHRIS THAU

MICHAEL Lynagh, the stand-off half for Australia, the 1991 World Cup winners, is named in a depleted Treviso side to play Bath at the Recreation Ground this weekend.

Treviso have had a patchy season, languishing in fifth place in the Italian league. A 31-9 win against San Donato, with Lynagh outstanding, helped them clinch a place in the knockout stages of the Italian championship.

England, who play their final student international of the season at Waterloo this evening against Ireland, have been forced by injury to make two changes. Laurence Boyle, the Leicester Polytechnic centre, and Alex Snow, the lock from St Andrew's, have

withdrawn and their places go to Paul Flood, of Swansea University, and Peter Threlkirk, of Oxford University.

Northampton, have not qualified for the finals of the Worthington national seven, an event they won two years ago.

Leicester won the Midland qualifying tournament, at Franklin's Gardens, by beating Rugby 18-12, with Bedford the third qualifier, beating Coventry 48-10.

The following clubs will contest the finals at Bath on April 26: North: Orrell, Wakefield, Morley, Midlands: Leicester, Rugby, Bedford. London: London Scottish, Harlequins, Saracens. South-West: Bristol, Exeter, Bath.



Looking sharp: Sure Sharp (Steve Cauten) holds off Adam Smith (Frankie Delfino) in the Earl Of Sefton Stakes at Newmarket

Pursuit Of Love impresses

By MICHAEL SMILEY

PURSUIT Of Love was installed as the new 5-1 favourite for the 2,000 Guineas with Ladbrokes after turning yesterday's European Free Handicap at Newmarket into a procession, eventually winning by two lengths from Steinbeck and Wilde Rufo, who dead-heated for second.

Ladbrokes may have overreacted as both Coral and Hills were prepared to lay 8-1 against Henry Cecil's impressive winner. But the colt must still have an outstanding chance of emulating Mystikio, who completed the double of yesterday's race and the Guineas last season.

When Pat Eddery sent the three-year-old into the lead at the Bushes, Pursuit Of Love looked certain to win by six lengths. But in the closing stages both Steinbeck and Wilde Rufo were closing the gap as the winner started to tire.

Last autumn Pursuit Of Love could finish only fourth behind Dr Devlin in the Dewhurst Stakes, beaten a total of about four lengths. But as Cecil explained: "The ground was firm in the Dewhurst and he's only effective

on decent going. If it's good here in a fortnight's time we must be hopeful of running well."

Pursuit Of Love's galloping companions on the Heath this spring have been last Saturday's Ladbrokes Spring Cup winner, Rudimentary, and another four-year-old, Desert Sun, who earlier had finished fifth behind Sure Sharp in the Earl of Sefton Stakes.

"Desert Sun just got tired," Cecil said. "We have had to be easy on him in his work otherwise it would have been tough on the year younger Pursuit Of Love."

Steinbeck, attempting to concede fifth to the winner, ran a satisfactory Guinness trial. "There's no hurry to decide about him and Lion Caveney," trainer Andre Fabre said. "Steinbeck must

have faster ground than it was today, whereas Lion Caveney likes it soft."

With the shape of the Guineas market still depending on what happens in this afternoon's Craven Stakes, Ladbrokes bet as follows: 5-1 Pursuit Of Love, 7-1 Forest Tiger, Rodrigo De Triano, 8-1 Tertian and Cardoum 10-1 Steinbeck.

Desert Sun was not the only highly-rated four-year-old to disappoint in the Earl of Sefton. The injury-plagued Cruchan, heavily backed to make a winning reappearance for Guy Harwood after being narrowly defeated by Tel Quel in the Champion Stakes, was soon struggling and eventually finished last.

In the last riding, Sure Sharp, strongly ridden by Steve Cauten, proved too strong for Adam Smith and

Jackpot still on offer

TWO punters won a slice of the large Tote-jackpot yesterday but there will still be a carry-over of £285,364 for the final day of the Craven meeting at Newmarket this afternoon (Richard Evans writes).

The large prize on offer resulted in the pool swelling from £195,497 to £335,723 before racing started yesterday. One punter at Pontefract had a 10p winning line which paid £24,843 while a visitor to a Tote Bookmakers betting shop at Paddington was successful with a 5p winning line which paid £12,421.

Turnell ponders cup bid

ANDY Turnell was considering a challenge for next season's Gold Cup after Katabatic's runaway victory in the South Wales Showers Silver Trophy at Cheltenham yesterday (Paul Wheeler writes).

The former two-mile champion chaser looked as though staying three-and-a-quarter miles would pose no problems. Cruising up alongside the long-time leader Golden Freeze, he quickly put daylight between himself and the pursuing Waterloo Boy for an eight-length victory.

The nine-year-old made an unsuccessful attempt at three miles last year, but was found to be suffering from a lung infection. "He'll have a run over three miles early next season," Turnell said. "The King George would be an option, because if he doesn't stay there he won't stay anywhere. After that we'll look at the Gold Cup or something else."

Turnell ruled out the possibility of Katabatic running at the Punchestown Festival in Ireland at the end of the month. Katabatic was due to run in a two-mile handicap chase.

SPORTS LETTERS

Puzzle over drug tests

From Mr David Teasdale
Sir, Recently I was in South Africa, meeting senior figures in athletics (and other sports), including those concerned with drug testing. They seemed a little bemused at some international reaction to the Krabbe case, apparently from those who didn't want another scandal in an Olympic year. The South Africans have been delighted to meet the German Federation's request for testing three of their athletes training in South Africa.

Newly back into such international contacts, the South Africans followed the protocols very carefully. The result, we all know — three identical urine samples. When this was confirmed, many around the world recalled previous controversy about East German athletes (for example, the documents published by Stern magazine in Germany). I am co-author of the BBC book, *More Than A Game*, which looks at the drug scene in sport, including the Stern revelations.

Now, the re-instatement of Krabbe and her colleagues by their German Federation raises yet more uncomfortable questions for this important sport. Now, not just the South Africans are bemused. Let's hope the IAAF asks the questions for all of us and gets answers which enhance — and not get back — the image and growth of track and field.

Yours etc,
DAVID TEASDALE,
The Old Barn,
Woodlands Park,
Cobham, Surrey.

Penalty shoot-out answer

From Mr J. Douglas McVitie
Sir, Counting cautions or corners (report April 15) to decide the result of a football match is a ridiculous suggestion — referees' decisions often have to be subjective, especially where "bookings" are concerned.

And why corners, anyway? Today's long-throw specialists make the throw-in every bit as likely to lead to a goal (i.e. worthy of reward) as a corner. Which side wins the throw-in is, of course, as subjective as who gets the corner (witness the fact that referees and linesmen often disagree on the question).

The solution to deciding tied games? Twofold: first, scrap extra-time and move

directly to sudden-death. At a stroke, the first and any subsequent minutes of extra-time would be as valuable as the last seconds of normal time, prolonging the excitement and removing the current pathetic and cheating spectacle of playing for extra-time in knock-out games.

Second, scrap Fifa and replace it with a five-strong panel of nine-year-olds (three girls, two boys). It wouldn't take them 13 months to meet and discuss the matter.

Yours faithfully,
J. DOUGLAS McVITIE,
The Limes,
116, King's Road,
Gosport,
Hampshire.

Boat Race time

From Mr R M A Bourns
Sir, Mr M Holmes asks (Sports letters, April 10) why with modern improvements Boat Race times have not dramatically improved. The answer is that they have, but that the improvement is often conceded by the conditions of tide and wind on the day.

When my grandfather was rowing in the 1880s any time under 20 minutes was good: my father held for many years the record (18min 29sec) with the 1911 crew — the worst he said of the four in which he rowed — and I fancy I rowed in the slowest time of post-war races (over 22 minutes) though on the reverse course 17min 51sec was achieved in practice.

But in the last 15 years or so times of under 18 minutes have become commonplace, even in mildly adverse conditions, as for this year; and in a favourable year 16 minutes by a good crew is a distinct possibility.

The percentage decrease in time is very similar to that obtained in the mile, and enormously greater than has been seen in the Derby.

Yours etc,
R M A BOURNE,
The Silk House,
Mere, Warminster,
Wiltshire.

Disproportionate influence of penalties

From Mr Peter Brown
Sir, I concur wholeheartedly with the sentiments expressed by Father James McAuliffe (Sports letters, April 10) regarding the disproportionate influence that goal-kicking continues to assume in the game of rugby football.

Whilst penalties should be awarded for deliberate offences aimed at stifling the momentum of the attacking team and, of course, in the event of foul play, I believe the influence of goal-kicking would be reduced by the awarding of free-kicks in circumstances where the offence is of a similarly technical nature to those awarded at the scrumage.

A free-kick is awarded where a hooker prematurely

strikes for the ball which, largely, is a matter of timing. So, too, in a number of cases, is barging at the lineout and "going over the ball". If the referee interprets such offences as deliberate, he should award a penalty, but if they can be interpreted as accidental, a free-kick should be awarded.

An incident in the 1991 World Cup Final can be used to illustrate my point. With Australia on the England ten-metre line and in no way threatening to score a try, England's Mike Teague was adjudged to have "gone over the ball" as he stumbled from a disintegrating scrum, enabling Michael Lynagh to kick the resultant penalty to put Australia six points clear

and, ultimately, out of England's reach.

In such circumstances, I believe a free-kick would have been the appropriate decision which, whilst not allowing Australia to kick for goal, would have allowed them to attack through a kick for touch or a tap penalty.

If free-kicks were to be awarded in such circumstances, spectators would see less time wasted through goal-kicking and, more importantly, a game geared towards attacking play. After all, wouldn't William Webb Ellis have wanted it that way?

Yours faithfully,
PETER BROWN,
4761, Marlborough Place,
London, NW8.

A better bet

From the Director General of the Betting Office Licenses Association
Sir, Mr Rex Hamey (Sports letters, April 10) questions whether a minimum of two horse-race meetings daily generates greater betting turnover and suggests that when the number of meetings increases, punters merely place more bets of lower value.

Detailed research, which is accepted as accurate by both the racing and betting industries, clearly shows that two race meetings a day do lead to increased betting turnover and levy income. The ideal criteria for the generation of betting levy would be three meetings on week days and four on Saturdays.

Mr Hamey should also know that there are not, as he states, 12,000 betting offices in this country. Having reached a high of almost 16,000 prior to the advent of Government betting duty in 1966, the figure has fallen to less than 10,000. This decline is a direct consequence of over-taxation.

Yours faithfully,
TOM KELLY,
Director General,
Betting Office Licenses Association,
Francis House,
Francis Street, SW1.

Barefoot Snead

From Canon James Cunnane
Sir, Perhaps a golfing ignoramus may be permitted to postscript to Mr. John Green's eulogy (Sports letters, April 10) of Snead's golfing swing. Snead revealed its secret to the *Saturday Evening Post* about 35 years ago.

As a young lad, he was so poor he could not afford shoes. If you swing badly in your bare feet, he said, you fall over and land on your backside. The only way to remain upright is to do it correctly. Golfing shoes, he maintained, encouraged poor technique by providing a firm grip and so removing the natural penalty of a bad swing.

Yours faithfully,
JAMES CUNNANE,
Our Lady of The Taper,
Cardigan, Dyfed.

From Mr John Green
Sir, Nick Faldo and David Leadbetter might well profit from a close study of one of the greatest golf swings ever to grace the world's fairways. I speak, of course, of the legendary Samuel Jackson Snead. I have had the pleasure of watching most of the leading golfers of the last 60 years, and have played with many of them.

Snead was over here for the

Ryder Cup at Wentworth in 1953. In those days, it was easy to be near to the players and study their styles. Snead's swing was a joy to behold — simple, rhythmic and powerful. The fact that his professional golfing career spanned four decades underlines the effectiveness and durability of his swing. In the end, it was putting problems which marked the end of a great golfing career. Snead's advice was to "keep your head still and hit it with your hands". Many aspiring golfers would do well to follow this advice.

From observation, many golfers make the game much too complicated and become obsessed by the endless stream of conflicting advice offered by golf magazines. There is very little new in the way golf can be played. Almost all the "new" methods I see offered in magazines were well known 50 years ago. Only superior equipment, designed to make the game easier, is of much use to the average club player. Some of this is of very dubious value and can be very expensive.

Yours faithfully,
JOHN GREEN,
65 Wood Vale,
Muswell Hill, N10.

Sports Letters may be sent by fax to 071-782 5046. They should include a daytime telephone number.

Newmarket

Good going to win:
2.00 (7) 1. JUMPER BERRY (Pat Eddery, 5-1), 2. Peter Girl (A. Piggott, 5-1), 3. Sunny Silks (C. Patten, 14-1), 4. ALBO RAIN (J. P. Duggan, 10-1), 5. M. J. Duggan (10-1), 6. M. J. Duggan (10-1), 7. M. J. Duggan (10-1), 8. M. J. Duggan (10-1), 9. M. J. Duggan (10-1), 10. M. J. Duggan (10-1), 11. M. J. Duggan (10-1), 12. M. J. Duggan (10-1), 13. M. J. Duggan (10-1), 14. M. J. Duggan (10-1), 15. M. J. Duggan (10-1), 16. M. J. Duggan (10-1), 17. M. J. Duggan (10-1), 18. M. J. Duggan (10-1), 19. M. J. Duggan (10-1), 20. M. J. Duggan (10-1), 21. M. J. Duggan (10-1), 22. M. J. Duggan (10-1), 23. M. J. Duggan (10-1), 24. M. J. Duggan (10-1), 25. M. J. Duggan (10-1), 26. M. J. Duggan (10-1), 27. M. J. Duggan (10-1), 28. M. J. Duggan (10-1), 29. M. J. Duggan (10-1), 30. M. J. Duggan (10-1), 31. M. J. Duggan (10-1), 32. M. J. Duggan (10-1), 33. M. J. Duggan (10-1), 34. M. J. Duggan (10-1), 35. M. J. Duggan (10-1), 36. M. J. Duggan (10-1), 37. M. J. Duggan (10-1), 38. M. J. Duggan (10-1), 39. M. 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Dr Devious poised to defy penalty in Craven Stakes

THOSE still searching for the winner of the 2,000 Guineas at Newmarket on May 2 can watch the Craven Stakes there today in the knowledge that in the last seven years four winners of this particular trial, Shaded, Dancing Brave, Doyoun and Tirol, have gone on to win the classic itself.

However, for my selection, Dr Devious, today's race represents a step along a path that leads to Louisville and an attempt at the Kentucky Derby at Churchill Downs.

Because he won the group one Dewhurst Stakes here last October, Dr Devious must carry a 5lb penalty. That weight concession will not prove easy but I feel that Dr Devious has a record which indicates he will be equal to the task. He also worked well at Newbury racecourse last Saturday when he was ridden by Cash Asmusen for the first time.

When he won the Dewhurst, Dr Devious beat Great Palm by two-and-a-half lengths. A consolation yesterday with Paul Cook, Great Palm's trainer, left me in no doubt as to the merit of that performance as Great Palm remains the apple of his eye.

The Dewhurst form was further strengthened yesterday when the fourth, Pursuit Of Love, won the European Free Handicap at Newmarket.

Apart from also winning at Newbury, on Newmarket's July course and at Goodwood, Dr Devious was also beaten a head by Young Senor in the Tattersall's Tiffany Highflyer Stakes over today's course and distance.

Almas Alwasheek, who was only a neck behind in that day, comes into the reck-

MICHAEL PHILLIPS

oning now that he will be meeting Dr Devious on 5lb better terms. Yet Newmarket opinion still appears to be divided between Forest Tiger and Muhtarram over who will prove the better of those trained locally.

While Forest Tiger certainly looked good when making that winning debut against maidens at Doncaster last month it must be said that today's race represents an enormous step up in class.

Muhtarram, who was unbeaten last season, is the subject of good reports from the Heath. He is also the preferred choice of Sheikh Hamdan Al-Maktoum's retained jockey Willie Carson, who could also have ridden Shad-ayid's half-brother Badie.

Bold Pursuit, Irish Memory, a recent winner at Leopardstown and the Royal Lodge Stakes fourth Torrey Canyon



Asmusen: first public ride on Dr Devious

complete the line-up.

While Bold Pursuit impressed when winning over today's course and distance last autumn, Irish Memory appears to have a bit to find on form since he was beaten by two of Bold Pursuit's stable companions Fair Crack and Swing Low last season.

By the time Roger Channon saddles Torrey Canyon a further clue to his chance should have been provided by the sight of Mack The Knife and Twist And Turn contesting the Feilden Stakes. They finished directly in front of Torrey Canyon when they were second and third respectively behind Made Of Gold in the Royal Lodge.

Mack The Knife again finished second in the Racing Post Trophy at Doncaster, where Ninja Dancer, another of today's runners, was five lengths adrift in fifth place. I have heard increasingly good news concerning Mack The Knife from Lambourn, where he is trained by Dick Hern. He is napped to substantiate those reports now that he has done particularly well physically during the winter.

Thyer, Jim Bolger's runner, is another who is Kentucky Derby-bound following that victory on the all-weather track at Lingfield three days ago.

Finally, having won the first race of the meeting on Tuesday with Iyuan, Peter Walwyn and Willie Carson are hopeful that Almas will follow suit by landing the Granby Maiden Stakes at the start of today's programme. This unraced colt by Danzig has been showing real promise at home.

Blindered first time

REPORT: 4.30 Fifth Second.

Ayr lines up consolation prize

By RICHARD EVANS, RACING CORRESPONDENT

A BREAKTHROUGH in race planning has allowed this year's Ladbrokes Gold Cup at Ayr to be supported by a consolation race for horses balloted out. It will be known as the Ladbrokes Silver Cup.

The idea of having two divisions for one of the season's most popular spring handicaps was put forward in 1991 but rejected by the Jockey Club. However, following widespread criticism of the Fortman Square decision

Ladbrokes and Ayr racecourse submitted plans and this time they have been accepted.

The £15,000 Ladbrokes Silver Cup will be open to those horses unable to run in the Ayr Gold Cup. Both races will be restricted to those horses which were declared to run at the overnight declaration stage but eliminated from the Ladbrokes Ayr Gold Cup.

Mark Kershaw, general manager at Ayr, said: "This has been made possible through the co-operation of John Smees and the race planning department at the Jockey Club."

"It has been frustrating for many trainers who not only have had to prepare their horses for the Gold Cup but in some cases having to travel horses up as well and have been unable to run because they have been eliminated."

MANDARIN

2.10 Tusk. 2.40 Mammoth. 3.15 Amron. 3.45 Quilish Rhythm. 4.20 Firefighter. 4.50 Inten.

THUNDERER
2.10 Saint Benet. 2.40 Mammoth. 3.15 Sea Devil. 3.45 Barford Lad. 4.20 Firefighter. 4.50 Alkali.

GOING: SOFT (HEAVY PATCHES) SIS
DRAW: NO ADVANTAGE

2.10 MILBY CLAIMING STAKES

(£2,402; 1m 20) (12 runners)

1-2-3 TAILWIND 14 M (Barnard) 4-0. C Rutter 5
4-5-6 TUSK 13 M (Carnegie) 4-0. N Connon 11
7-8-9 WHISKY 12 M (Barnard) 4-0. C Rutter 5
10-11-12 HISHARA 20 M (Barnard) 4-0. C Rutter 5
13-14-15 LAMBERTON 20 M (Barnard) 4-0. C Rutter 5
16-17-18 HENDON 17 M (Barnard) 4-0. C Rutter 5
19-20-21 PENNINE STAR 20 M (Barnard) 4-0. C Rutter 5
22-23-24 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
25-26-27 METTERWICH 14 M (Barnard) 4-0. C Rutter 5
28-29-30 PAPER CRAFT 20 M (Barnard) 4-0. C Rutter 5
31-32-33 BAYWAT 20 M (Barnard) 4-0. C Rutter 5
34-35-36 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
37-38-39 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
40-41-42 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
43-44-45 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
46-47-48 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
49-50-51 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
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64-65-66 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
67-68-69 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
70-71-72 SAINT BENET 14 M (Barnard) 4-0. C Rutter 5
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BOOKS
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defends his
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LIFE & TIMES

THURSDAY APRIL 16 1992

APPOINTMENTS
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Diabolical libertines

The Fiery Angel, Prokofiev's neglected opera, whirled back to London this week in a spectacular Anglo-Russian production. Richard Morrison praises a work never heard by its composer

More devils than in *The Devils*. Steamier scenes of mass hysteria than in *The Crucible*. A heroine whose taste in occult kinkiness makes the average Hammer vampire seem like a very dull old bat. Religious fantasies that never occurred to St Joan in her wildest dreams. Bit parts for the Devil, Faust and the Inquisition. Stripping nuns; jock-strapped demons looking like balding Chippendales. And, as comic relief, the consumption of a live child — though Esther Rantzen will be glad to learn that he is regurgitated, alive and well.

This is Prokofiev's *The Fiery Angel*, as staged by David Freeman for the Royal Opera — and greatly entertaining hocus-pocus it is, too. Not since Ken Russell filmed his last nuns' orgy have so many habits been ripped off to reveal so many naked chests writhing on that exceedingly fine line between religious and sexual ecstasy.

The talk is of little except devil-worship, spells, cabals, exorcism — superstitions which appear to have gripped the early 20th-century Russian Symbolists (from where the opera's story emanated) as much as they did 16th-century Germany (where it is set). The protagonist is Renata, obsessed with rediscovering in human form her "fiery angel", who appeared in a series of visions that began when she was eight and culminated in attempted seduction — not much later. Now she is possessed by tormenting demons. The audience must surely wonder when Peter Cushing will stride purposefully on and put the poor girl out of her misery with a well-aimed stake through the heart. Meanwhile, the long-suffering Ruprecht, whose actions suggest he has a brain the size of a pea, becomes obsessed by her. The drama is certainly not in the dour realist tradition.

Yet the opera grips the attention for a compelling reason: Prokofiev's score is magnificent. Its driving rhythmic patterns exactly match Renata's neurotic and doomed quest for the carnal love that she hopes will revive her spiritual visions. Its surprisingly lush lyrical passages breathe warmth and humanity into characters that would otherwise seem like rag-dolls tossed around in some playground of the deities. Its startling and insidiously slimy chromaticism unmistakably evokes a slowly spreading stain of poison. And there is black humour, as when Mephistopheles is performing his tired old conjuring tricks, accompanied by a burlesque of oily arpeggios on the clavier.

But what chiefly stays in the mind is the sound of the great orchestral climaxes, especially as the opera reaches its orgasmic finale, where Renata's evil spirits start to possess the convent in which she has sought refuge. Here the music is like a colossal struggle in the darkness: there are nuns chanting heaven knows what incantation to God or Devil; Renata pleading

for release in great arching phrases; the malign Inquisitor growling out his baleful message of clerical revenge; and, from the orchestral pit, brutish brass chords and unexpectedly weird sonorities. Surely this is one of the most astonishing conclusions in opera.

That is certainly the way it seems when conducted with the idiomatic verve and indomitable vigour that Sir Edward Downes brings to it. Even the Covent Garden orchestra's occasional rough edges seemed to add to the music's demonic drive. Why, then, has it taken our century — which is not exactly prissy about tackling sex with a sado-masochistic twist on stage — so long to add *The Fiery*



Prokofiev's score is magnificent. Its driving rhythmic patterns exactly match Renata's neurotic, doomed quest for the carnal love that she hopes will revive her spiritual visions

Angel to the brief list of 20th-century operas in regular production?

The answer is complex. Prokofiev spent nearly seven years in the 1920s setting Valery Bryusov's 1907 autobiographical novel to music. What made him choose this story — based on a real-life ménage à trois that had titillated literary Moscow — is unclear. It was a time when nearly every large-scale composing project he completed drew derision or hostility from critics and audiences in America, France and England. Perhaps he recognised, in Renata's crazy pursuit of a God-figure who turns out to be the Devil, some parallel with his own self-destructive impulse to make his living from composition.

He took a house near Oberammergau, the passion-play village in Bavaria, so that he could feel that this tale of religious neurosis might have "taken place in the backyard". Yet he had been given no assurances of a staging; and when this epic psycho-drama was finished one opera company after another made their excuses and declined it. The composer was not surprised. He admitted that staging *The Fiery Angel* was made difficult by "a few but rather serious violations of the rules of dramaturgy" — of which the most glaring is Renata's immense Act I solo: possibly the longest flashback in operatic history. Then there are the frightening demands on the technique and stamina of the singer playing Renata — demands that are heroically met in the present production

by the powerhouse Siberian soprano Galina Gorchakova. And of course, there is the small matter of specifying a chorus of hallucinating nuns for just the last 20 minutes.

After a while, Prokofiev gave up trying to fog the *Angel*. Then, mysteriously, the score went missing — for over 20 years. By the time it surfaced (in a music publisher's archive) and was given a concert performance, Prokofiev was dead. Despairing of ever hearing it on the stage, he had turned some of the opera into his Third Symphony.

Since then the work has been staged intermittently, but not as often as its quality warrants. In a curious way, Stalin is to blame. Prokofiev wrote *The Fiery Angel* during his years of self-imposed exile. When he returned to the Soviet fold in the 1930s, the Soviet musical authorities found that, for ideological reasons, they were unable to approve of any music written by Prokofiev during his years in the "decadent" West. In fact *The Fiery Angel* was singled out by Stalin's cultural henchman, Zhdanov, for special vilification — and, in truth, the opera's subject-matter might be considered a trifle rich for the tractor drivers of the Ukraine. That verdict held good in the Soviet Union until the Gorbachev era.

Did the West respond by heaping praise on Prokofiev's "decadent" output? Unfortunately, no. The very fact that Prokofiev returned to Stalin's Russia, and then churned out dutiful rubbish such as the cantata *Flourish, Mighty Homeland!* — alongside acknowledged masterpieces such as *War and Peace* — has tarnished his reputation. We do not hear in Prokofiev's music the silent scream of protest that we detect in Shostakovich's. Prokofiev's very versatility — the apparent ease with which he turned his craft to anything from a film score for Eisenstein to a hymn for Stalin — has, until recently, been held against him.

So there is irony in the fact that the present Covent Garden staging is a co-production with the Kirov Opera of St Petersburg. During his lifetime, the Maryinsky Theatre (home of the Kirov) was an unhappy place for Prokofiev. *The Gambler* was due to be premiered there in 1916: the singers rebelled and it was not staged until 1929. Then in 1934, when Prokofiev produced his great ballet *Romeo and Juliet*, the rival Kirov and Bolshoi companies impudently passed the unperformed masterpiece back and forth between them: it did not get staged until 1940.

Now, though, the Kirov has realised that even a distinguished Russian cultural institution can no longer exist on increasingly shaky state subsidy in an increasingly shaky state. Its "export" deals have the potential to bring in foreign currency. In return the Royal Opera gains access to the Kirov's singers and dancers.

And what singer! The value of having a Russian speaker as Renata is clear from Gorchakova's first solo, when her story pours out



Sinister, sinuous presence: the St Petersburg Maryinsky Acrobatic Troupe in the Royal Opera and Kirov Opera collaboration

in a torrent of agitation. Sergei Leiferkus's brilliantly sung Ruprecht is problematical only because such a commanding vocal presence sits oddly inside such a wimpish character — but that is more a fault of Freeman's direction which, for all its later brazenness, allows a cool detachment to settle over the first hour. David Roger's minimal flairs do not help.

Elsewhere, Paata Burchuladze's barrel-voiced Inquisitor, Ian Caley's ringing delivery as the "arch-magus" Agrippa, and Robert Tear's properly hammy Mephistopheles all impressed. Most of all, however, it is the St Petersburg Maryinsky Acrobatic Troupe, representing the demons — shaven-headed, pasty-faced, and writhing

on parallel bars round the sides of the stage — that sets the tone of Freeman's production, just as the slow-motion wrestlers did in his staging of Philip Glass's *Akhmatov*. The sinister, sinuous presence of these gymnasts by itself makes the Anglo-Russian collaboration worth celebrating.

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TOMORROW

Faith and the country parson

Adonis, subtle with words, seeks green type

Once, a thousand years ago now, I worked for one of those London listings magazines wherein people who don't like films or plays very much suggest which cinemas and theatres you might most hate visiting each week. At the back of the magazine are usually a couple of hundred ads from men and — rarely — women who lead fulfilling, well-paid, eventful and happy lives in all but the fact that they've nobody to share the money, the events and the happiness with.

I suppose I'd always assumed that the advertisers in the lonely hearts column told a version of the truth. But one week I happened to be hanging around in the classified ads office when a lonely heart came in person to pick up the replies to his ad. He was a big man in the overstated way that Cyril Smith is a big man, but sort of, well, bigger. Such fluffy wisps of hair as remained on his head had been yanked, screaming across his pate and held down with what looked like blobs of neat Cookeen, the excess of which was smeared on one lens of his glasses. He wore a pair of baggy, pinstriped trousers with a check jacket over a green Hawaiian shirt. The Boy David he wasn't.

Who knows? He might have

been a Regius Professor of Greek or a coming young heart surgeon who played clarinet for the LSO on his afternoons off. His conversation, notwithstanding the fluting stutter and slight wheeze, might have been light and witty, his manners in spite of the flecks of spittle on his chin, faultless. It is, I know, not fair to judge on mere appearance, but from where I was standing he didn't look much of a catch. Why, then, was he collecting three dozen box number replies?

I looked up his original ad. I can't remember it word for word but it was to the effect that Ronald Coleman's better-looking, nattier-dressed and more athletic brother could use somebody to share a jet-setting life visiting the more secluded Caribbean resorts. According to the classified ads manager the man placed the identical ad every week and every week came to collect the details of his dozens of volunteers.

I wasn't sure what to make of all this. The man must have known that "good-looking, successful entrepreneur with sense of humour" isn't generally taken to be synonymous with "obese and charmless loser" and that the girl waiting under the clock at Waterloo with the copy of *The Times* under her arm wasn't likely to hang around long enough to be convinced that

PRIVATE LIFE

John Diamond on
what lies behind
lonely hearts ads



within that adipose chest beat a sclerotic heart of purest gold. Perhaps he believed that statistical lie that most men have heard and wanted, against their better judgment, to believe true, to wit that if any man, however unappealing, approaches every woman in a crowded pub and says, simply "Will you go to bed with me?", the law of averages states that he will almost certainly not sleep alone that night.

Or then again, perhaps he really did believe he was God's gift and couldn't understand why the only women he ever saw anywhere near the clock at Waterloo were all running towards the tracks ripping copies of *The Times* into shreds.

What reminded me of all of this is that last week a friend confessed that he was actually, he didn't know how to put this, and promise I wouldn't laugh, er, um, thinking of putting a lonely hearts ad in the magazine for which I used to work. He'd got most of it about worked out — "charming, witty journalist..." — but was stuck over one word. Would I, he wanted to know, describe him as "good looking"? I saw his problem. Men don't have any sense of their own looks in the way that women do. Ask a woman whether she thinks she's beautiful or attractive (which is not the same thing) and she will tell you. More: she will tell you in which way she looks good and to what extent all the bits of her work together. Her legs are thus, but her ankles thus, her eyes which are thus are compensated for by her lips which are considered rather, well, thus.

Ask a man the same question and the nearest you'll get to an answer is "I've had no complaints so far" — and even that small boast is considered a trifle immodest.

Asking one man what he thinks of another man's looks is even more fraught. I once hazarded that an absent friend of the six men I was dining with was a good-looking bastard and spent the rest of the evening fending off guffawing enquiries about the extent of my Bette Midler collection.

None of which helped my lonely-hearted friend who knew that anything less than "stunningly handsome" in an ad is assumed to be a euphemism for "OK in bad light if you stand up-wind of him" and that "stunningly handsome" probably doesn't mean much to those who further assume that anyone who needs to advertise in a lonely hearts column can't be up to much anyway. We settled on "attractive", reasoning that attraction is more deeply in the eye of the beholder than beauty, and then we had another couple of drinks and changed it to "said to be attractive" and then crossed that out and changed "witty" to "very witty" instead. He sighed and looked at me with the irritation of one who has just been told a known truth by a friend. "At least", he said, brightening, "I don't have my picture in the paper every week cropped at the top so I look bald as a coot." "No," I said. "There is that, I suppose."

WU GUANZHONG

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THEATRE

Living on the far side of belief

Berlin Bertie
Royal Court

TO SAY that Howard Brenton's new play is the liveliest he has written in ages may seem no great recommendation to those who, like me, found it hard to admire his Utopian *Greenland* or *Moscow Gold*, his windy tribute to Mikhail Gorbachev. Why should we be grateful just because a dramatist takes his head out of the clouds and puts his feet where they should have been all along, on the ground? Moreover, there is a big trouble with *Berlin Bertie*, which is that it is three plays forcibly yoked together, presumably in the hope of saying something significant about the collapse of our contemporary credos.

Yet when abstract idea gives way to human observation, the play exercises quite a grip. Apart from anything else, Danny Boyle's production offers the funniest, most sympathetic portrait of a larger lout I have seen. Kevin Allen's Sandy, jobless in some South London area, spends the evening obsessively flinging about four-letter words and impenitently fixating the crumbling flat where he is a blundering guest. "Blankety-blank hammer!" yells this downmarket Clouseau as he sends his thumb inside of a nail through the wall. Imagine a half-drowned man convincing himself he is a champion at the Australian crawl; and you have his insecurity and turbulence.

He takes a supporting part in *Playlet One*, which concerns a social worker,



Cursory: Rosa (Diana Rigg) and Berlin Bertie (Nicholas Woodeson)

Alice Brine, in emotional chaos for reasons that take their time to emerge. At first Brenton teases our curiosity with her not-very-plausible fantasies, which involve a weirdly erotic air-trip over the Pacific. But the husband she imagines in *fragments* in the skies turns out to have beaten a baby to death in London. Sensational the revelation may be: there is no doubting the self-

disgust with which Penny Downie's Alice owns up to the error of judgement that ruined her.

Playlet Two is about Alice's sister Rosa, homeless in London after discovering that her husband, a Berlin pastor, may have been one of those phoney dissidents who were spying for the East German police. Diana Rigg's severe suit, clipped hair

and quietly stricken manner make a nice contrast with Downie's mess and muddle, but she needs more time and space to explore her character, establish her religious convictions and explain their loss. There is something a bit cursory about her story, as there is about the protagonist of *Playlet Three*, the Spasi apparition who inexplicably comes to destroy what's left of Rosa's peace of mind as his own socialist certainties founder.

Nicholas Woodeson, code-named Berlin Bertie, swings confidently enough from menace to self-mockery; but he fails to suggest why he should continue to harass a superannuated victim in late 1989 Berlin, let alone the Easter 1990 London, when and where the play is mostly set. The reason can only be that Brenton is willing to sacrifice credibility for a tight plot and a clear theme. "We were the technicians for doing good," Rosa ruefully tells Alice. "We are fugitives from great faiths," Berlin Bertie adds. Communism, Christianity and the "caring" professions: all are in disarray.

Cerebral over-calculation Brenton is sometimes visible here, as he is in the fake-poetic monologues which the characters spout, frozen in a silver light. But when Berlin Bertie thumps blustering Sandy in the stomach, wins his allegiance and enrolls him as a salesman for sadistic videos, a more feeling Brenton is back: not liking the future he sees and showing us why.

BENEDICT NIGHTINGALE

THEATRE

Merrily, maybe but lovelessly

Merrily We Roll Along
Haymarket, Leicester

THE musical theatre is full of paradoxes. The current touring production of *My Fair Lady* has more stringency than the spectacular soft-centred merengue the National Theatre has just made of *Pygmalion*. The modish modernist Stephen Sondheim has taken a 50-year-old Broadway play by Kaufman and Hart, the comic scribe of *The Man Who Came to Dinner* and *Once In A Lifetime*. And lo! The original is still sharper, sower, more honest: a wry, dry Martini compared with Sondheim's blandly soothing Margarita.

By 1980, when Sondheim was collaborating again with George Furth (they had worked together on *Company*) he could mock his critics with a number given to a producer extolling the virtues of a humbly tune. But the criticism cannot be laughed off. The score for this showy, rather as friends, low dowered, integrity as sailed, is full of Sondheim's heartless abrasive bustle. This is wonderfully apposite. In the brittle chatter of chic party-givers, but in a story of ambition, betrayal and grief, the cumulative effect is arid. Rhyme and reason are

there in Sondheim's typically ingenious songs; but music theatre also needs tunes and tension.

The up-dated plot progresses backwards, from a bitter party for successful composer Frank in 1979 to a finale when the young idealist and his friends gaze on Sputnik flying overhead, and 1957 suddenly seems the best of times, when anything is possible.

Unexpectedly, the musical numbers hold up the action, frequently static and self-sufficient, as when Frank's first wife belts out a ballad during their divorce hearing, and the crowd of onlookers makes the contrived situation look even more artificial. The crucial scene where the friends split up to a live television chat show rattles along grippingly as long as they are talking. When one of them bursts into song, the mood is killed stone dead. The construction could be tighter. Frank's seduction by a Broadway star is interminable. Most of the songs are shapeless, irregularly phrased and tied

together with Sondheim's familiar, scurrying minor-key portentousness.

Director Paul Kerryson's credentials include the first European *Follies*, in Manchester. Kerryson's strength lies in moving crowds around; his party scenes are beautifully drilled, wonderfully slick and stylish. In a dedicated cast an American inevitably stands out. Evan Pappas, as Frank's friend and collaborator, creates the one believable human being on stage, even though the part is almost a cliché good guy, domesticated, decent, political integrity intact. In the absence of songs that make them come to life, some talented performers stand and deliver: such as Michael Cannell's Frank, Maria Friedman, as the girl in the threesome who secretly loves Frank, is wasted. Louise Gold's Broadway vamp has an almost burlesque style, and Jacqueline Davidson's downy down as Frank's first wife, both otherwise promising performances. The production presumably has the sanction of Sondheim himself, present for the past week.

MARTIN HOYLE

DANCE

Far from
the bestStars of the Bolshoi
Dominion

SINCE there is still widespread belief that the Bolshoi Ballet represents the peak of perfection, it needs to be said that any British company with *Giselle* in its repertoire can put out a better performance of Act I than this touring group offered on Monday.

Yuri Grigorovich's production has filtered most of the drama out of the choreography; the small corps de ballet (12 women) dance correctly but without spirit; the so-called Empire Gala Orchestra (only 22 players, credibly amplified) is lugubriously conducted by Mikhail Bala. The women land lightly from their jumps, but Maria Bylova's Myrta is solid, and she and her two attendants show a curious sense of line.

Natalya Bessmertnova's account of the title role was always aloofly remote, but some of us can remember the days when she had a springy lightness in her dancing, and used to stretch her feet instead of letting them stick out in *entrechats* when lifted by her partner. Leonid Nikonov fulfilled that function proficiently with a nice old-

fashioned air, even if he is not in appearance, technique or manner, quite the obvious romantic hero.

The second half of the bill was a series of ten party pieces, and on the credit side must be said a sensible variety in the choice, with character numbers set between the bravura showpieces. On the other hand, there was no distinction of style among the classical pieces.

If we were done in just the same way, as if any solo could be switched from one dance to another without anybody noticing. Also, the partnering, although able enough for the most part,

was singularly graceless, especially in the trick scenes has introduced of frequently having the women held by their upper arms. Nor was there any exceptional virtuosity on display. One or two of the dancers are rather past their "best before" date. Among the younger ones, Andrei Nikonov alone demonstrated promise of real excitement and individuality, although not much helped by the dreary choreography of the Bolshoi version of *La Fille mal gardée*.

The women danced somewhat coyly; perhaps this is the manner that is wanted from them. Bessmertnova seemed more suited to her *Golden Age* duet (stoutly lifted around by Boris Eifman), but Bylova and the elder Nikonov had the best number in the short, *Waltz of Spring Waters*.

The play is that some people who do not usually go to ballet may be taken in by the publicity and, believing this really is the best art can offer, be put off from going again.

JOHN PERCIVAL

CONCERT

Maderna
mannersPhilharmonia/Sinopoli
Festival Hall

FROM Rossini to Bruno Maderna is but a century in time, and no significant difference in attitude: both made music from the virtuosity around them, as Giuseppe Sinopoli demonstrated in his imaginative pairing of the two. For Rossini this meant the art of the voice in his *Stabat Mater*; for Maderna, who died in 1973, the versatility of instrumentalists in his *Quadrarium* for four solo percussionists, each supported by a different orchestral group.

Maderna was a quintessential Venetian in his appreciation of antiphonal sonorities. The vivid percussion skills of David Corkhill, Kevin Highway, Peter Fry and Nigel Bates sounded at times over-convicted when the musical focus moved around from one to the other, but Sinopoli's cues — indicated by the number of fingers held up — made much of the notated "happenings" which are integral to the work.

Often the textures were extremely subtle and gentle, in a musical tapestry of variegated colour like silk shot, changing slightly as it moved around spatially. One supposes that the dozen or so who left before the halfway point were unable or unwilling to stretch their ears even a little bit beyond major and minor.

Rossini's setting of the Latin text visualising the grieving Mother of Jesus was serious but not brooding, attuned to the Italian vein of Holy Week. Sinopoli brought warmth and vitality to the blend of voices and orchestra.

His soloists included two replacements through illness. The Spanish soprano Maria Bayo projected thrillingly for "Inflammasus". Cecilia Bartoli had the grace and velvet timbre for "Fac ut porcum". Justin Lavender was content with a restrained fill for "Cuius animam", though pallid in colour, and Alan Miles gave sturdy bass grandeur to "Pro peccatis". The Philharmonia Chorus was splendid in the unaccompanied "Eja mater" and the final fugue.

NOEL GOODWIN

BARRER OF SEVILLE: Jonathan Miller's knockabout version of the Rossini opera, staged by John Alabala for English National Opera in the composer's bicentenary year, receives its first performance under the baton of Martyn Brabbins. The cast features Michael Lloyd in the lead, Evan Jones (Rossini), Peter Brander (Almaviva), Andrew Shaw (Bartolo), Richard Angus (Basilio), Colleen, St Martin's Lane, London WC2 (01-836 3161; cc 01-240 5258), 7.30pm.

WILLIAM TELL: John Cox's production of Rossini's opera, conducted now as in the production's first incarnation by Michael Razon, has the impressive Gregory Vrachonis in the title role, while the young part of Arnoldo is taken by the high tenor Chris Merritt, Jane Eaglen as the role of Mathilde and Patricia Barton as Hedwige. Royal Opera House, Covent Garden, London WC2 (01-240 1046), 6pm.

NATIONAL YOUTH ORCHESTRA OF GREAT BRITAIN: Pavesi Frederick, 14-year-old winner of this year's BBC Young Musician of the Year, is soloist in *Rhapsody on a Theme by Paganini* in a programme conducted by Christopher Scott. The orchestra also performs Shostakovich No. 3 in C major, Bartok's suite from *The Miraculous Mandarin* and Respighi's *The River of Rome*. Symphony Hall, Broad Street, Birmingham B1 (01-232 3373), 8pm.

CHORUS OF LONDON CHAMBER ORCHESTRA: British violinist Madeline Mitchell gives the world premiere of Peter Hallward's new concerto, *Quadrangle Elegy*, inspired by the political upheavals in Eastern Europe.

THE COTTON CLUB: An impression of the Harlem nightspot. High on energy, low on story. West End, London WC2 (01-836 6041) Mon-Fri, 7.30pm, Sat, 8pm, mat 5pm, 2.30pm, Sat, 4pm, 150mins.

IN DEATH AND THE MAIDEN: A new production by Michael Razon, featuring a cast of young actors in a story of a young man's journey to a soccer match. Duchess, Catherine Street, WC2 (01-836 5051) Mon-Thurs, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

AN EVENING WITH GARY LINER: Sometimes called the father of the modern British musical, Liner is a composer, lyricist and actor. Duchess, Catherine Street, WC2 (01-836 5051) Mon-Thurs, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

FROM A JACK TO A KING: Witty and stylish version of Macbeth, set in the world of rock and roll and played with a cast of young actors. Duchess, Catherine Street, WC2 (01-836 5051) Mon-Thurs, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

GOOD ROOMS TONITE: A musical celebrating the lives and times of the Beatles. Playhouse, Northumberland Avenue, WC2 (01-836 4011) Mon-Thurs, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

HEARTBREAK HOUSE: A new production by Michael Razon, featuring a cast of young actors in a story of a young man's journey to a soccer match. Duchess, Catherine Street, WC2 (01-836 5051) Mon-Thurs, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

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TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kari Knight

during the late Eighties. This concert also marks the CLCO's Queen Elizabeth Hall debut. The programme is conducted by Christopher Zimmerman and includes the overture to Rossini's *La Cenerentola*, Britten's *Serenade* for tenor, horn and strings (with the London Symphony Orchestra), and the Fourth Symphony. Queen Elizabeth Hall, London SE1 (01-771-828 8001), 7.45pm.

STARS OF THE BOLSHOI BALLET: Thirty dancers from the Bolshoi have formed this mini-company which launches a 14-week British tour. There are two programmes on offer for the season, *Company Act I of Swan Lake* and *Company Act II of Swan Lake*. The first, *Company Act I* and various other popular pas de deux in the second. A sampler for the full Bolshoi company which will tour the Albert Hall next January. Dominion Theatre, Tottenham Court Road, London W1 (01-580 9560), 7.30pm, mat 2.30pm, Sat, 4pm, 150mins.

THE GRUITY SWING: The acrobatic troupe the Gruity are up to their eyes in acrobatics, tumbling, swinging and dancing on ropes, in the wry and witty *Gruity Swing* which plays in the Albert Hall as part of a nationwide tour.

STAND BY ME: YOU MUST BE A MAN: Ten monologues for women by Joyce Carol Oates, comic, tragic, recounting the perils of sexual harassment and desire. Admirably staged. Offstage Downstairs, 37 Chalk Farm Road, NW1 (01-267 0457), Tues-Sun, 8pm, 120mins.

STRAIGHT AND HONEST: Michael Lyndhurst, Neil Doherty and Michael Sheen's comedy sketch show, featuring a series of sketches, notably the gay son. The National Theatre, London WC2 (01-836 1110), Mon-Sat, 8pm, mat 2.30pm, Sun, 3pm, 130mins.

THE VIRTUOUS SHADLOW: The National Theatre's production of the play by Caryl Phillips, directed with verve by Phyllida Lloyd. The National Theatre, London WC2 (01-836 1110), Mon-Sat, 8pm, mat 2.30pm, Sun, 3pm, 130mins.

LONG RIVERS: A series of four plays by Caryl Phillips, directed with verve by Phyllida Lloyd. The National Theatre, London WC2 (01-836 1110), Mon-Sat, 8pm, mat 2.30pm, Sun, 3pm, 130mins.

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Tickling his interest in Paris: Julie Delpy and Sam Shepard in *Voyager*

TELEVISION REVIEW

Scientists rush to retreat

Einstein told us that "Science without religion is lame, religion without science is blind." On another occasion he also said that cosmic religious experience was the strongest and noblest driving force behind scientific research. Thirty-seven years after his death the gap between faith and the "new science" is closing all the time, a convergence which the BBC 2 series *Soul* has explored over three nights this week.

The old-fashioned Newtonian physics which envisaged the universe as an immense machine has hit the buffers, as Anthony Clare explained in a voice which was often so soothing as to be barely audible. Well-informed folk must now absorb the lessons of new cosmologies, quantum physics, chaos theory and a neurology which has dusted off the idea of the soul, and may find themselves rediscovering the spirituality they thought redundant.

Like the universe, the series kicked off with the Big Bang, the cosmic firework from which space and time emerged 20 billion years ago. Recent study of this primeval explosion has revealed a universe which seems to be following a game plan of some kind. "I have been more and more impressed, the deeper I dig, at the coherence, unity

and harmony of nature," said Paul Davies, a professor of theoretical physics. In the first programme, "To me this suggests overwhelming evidence of design." Some of the experts consulted even endorsed the anthropomorphic principle which explains away the improbability of intelligent life by writing humanity into the universal blueprint. All paths lead to man, perhaps.

But who mapped out these paths? Simply to say that there is a "universal soul" prodding creation in the right direction seemed a classic example of avoiding a question by rephrasing it. More exciting though no less mysterious was the suggestion that quantum mechanics will one day tell all about the origin and meaning of the universe. Sub-atomic particles, after all, pop in and out of existence all the time in the quantum world. Perhaps universes do, too.

The oddest thing for scientists is that they can no longer foretell the future as they could in a deterministic universe. Quantum physics introduces subjectivity and probability to the equation, while chaos theory shows some changes of cause and effect defy predictability completely. A pendulum moving over two magnets will follow patterns too intricate to be forecast. The more scientists discover, the more they are confounded.

Thus the new science is partly an admission of past failure, a tip of the cap to the mystical principles which Copernicus, Newton, Darwin and others appeared to have banished forever. "To apologise for three centuries of what was really the central point of scientific philosophy, that is quite something," admitted Elia Prigogine, a Nobel physics laureate. Science has ended up hand in hand with its former antagonist, metaphysics, and the appearance in last night's final instalment of Oliver Sacks, the neurologist and author of *Awakenings*, was a reminder that the results of the union can be inspiring. Yet *Soul* did itself few favours in assuming that the viewer would take these mind-bending new theories on trust, with little by way of explanation. In spite of the success of books like Stephen Hawking's *A Brief History of Time*, these ideas are still alien to the Newtonian on the Clapham omnibus. This was an opportunity missed for elucidation. Graham Greene talked about fear of a "cooling world" as one of the props of faith, a fear which seemed occasionally to creep into this documentary. The worst possible reason to embrace the new science is because we are frightened of the old one.

MATTHEW D'ANCONA

Hit the road, you existentialists

Cinema: Geoff Brown on new releases *Voyager*, *Europa*, *Stop!*

Or *My Mom Will Shoot* and *Meet The Feebles*, plus the video of Stephen Hawking's book *A Brief History of Time*

In the words of the publicist, "Reading Volker Schlöndorff's filmography is like taking a walk through world literature." This is the man who filled Proust in *Swann in Love* and raced round landmarks of the German novel, filming Heinrich Böll, Robert Musil and Günter Grass's *The Tin Drum*. His work may not set the world on fire — the films are too chained to their sources for that — but they are clear, well crafted films and they never insult your intelligence.

Schlöndorff has now leached down from the shelf Max Frisch's novel *Homo Faber*, a child of the existentialist Fifties, first published in 1957. *Voyager* (15, Curzon West End), is the beguiling result: a cool, handsome portrait of a severely rational, globe-trotting engineer, forced to reckon with painful feelings and the machinations of fate.

In the original, he was German; in the film, a German-French production shot in English to lure the necessary international audience, he is Sam Shepard, irredeemably American. But the lanky, weather-worn actor-dramatist paints such a telling portrait of Frisch's melancholy hero that only a pedant would complain at the switch.

From the opening moments, Walter Faber's life is dogged by strange coincidences and accidents. His New York-bound plane crashes in the Mexican desert. Memories surface of student days in Zurich and a love affair with Hannah (Barbara Sukowa), who married another student friend. En route to Paris, a vivacious young girl (fascinatingly played by rising French actress Julie Delpy) tickles the engineer's interest. Faber abandons his schedule, drives her through Europe to her rootier in Greece, where a variation of the Oedipus legend lies waiting.

Baldly expressed, the story may not seem much of a prize. Do not fear: the film's strength lies in its emotional texture, in the interplay between the man of science and a world of disorder. Schlöndorff's camera alights imaginatively on every location, whether catching Delpy peering round the Louvre's sculptures, or simply observing the skies. On the soundtrack, John Harle's moody blue saxophone colours one of Stanley Myers's better scores.

Unlike many period films, the era is never thrust in our faces, though the heady-eyed will note the torn dust-jacket of Albert Camus's *L'Étranger*, which is reverently dusted by the young heroine. The volume is well chosen, for Frisch's novel, on its first appearance, often drew comparison with Camus. From its pages Schlöndorff has fashioned a sober, refreshing art-house attraction — almost an existentialist road movie.

Lars von Trier's *Europa* (15, Chelsea Cinema and Everyman) easily outdistances *Voyager* in the co-production stakes: this, if you please, bears the label Danish-French-German-Swedish. But then excess

has always been von Trier's game. The Danish wonderboy of *The Element of Crime* bombards the audience with stylistic tricks, obsessive images of darkness and water, and insistent echoes of his movie idols (from Hitchcock, Fritz Lang to his austere countryman Carl Dreyer). Behind the fireworks, though, lies a horrible void.

By setting *Europa* in the aftermath of Germany's defeat in 1945, and placing his characters largely on trains criss-crossing a landscape of perpetual night, von Trier toys with a story of political and social significance. But his metaphors remain stillborn, buried along with the bearded actors in an avalanche of fancy images (black-and-white, flecked occasionally with colour). This is a film about nothing, except the filmmaker's ego.

At the plot's centre lies a naive young American with

'The film's strength lies in its emotional texture, in the interplay between the man of science and a world of disorder'

German roots (Jean-Marc Barr), who takes a job alongside his uncle as sleeping-car conductor on Germany's trains. Barbara Sukowa is on hand again, as the bewitching daughter of the rail network boss, pulling the hero into an impenetrable knot of intrigue; she also makes love on an electric train set.

The final half-hour brings a soupçon of tension and humour of a Kafkaesque kind (everything is a-ask in von Trier's world). But to no avail: the director's burgeoning pretensions and unchecked talent have derailed *Europa* long before.

"Get in, sweetie, we're gonna nail those turkeys!" says Estelle Getty (best known as the diminutive mother figure, Sophia, from television's comedy series *The Golden Girls*), as she drives off for a battle against the Los Angeles bad guys. Sweetie is none other than Sylvester Stallone.

He plays her son, a bachelor police sergeant constantly embarrassed by tut-tuts and cooing remarks from his ever-

loving, meddling mother, who is visiting from New Jersey. Unlike *Europa*, *Stop! Or My Mom Will Shoot* (PG, Plaza) is pretension-free: the film would not tax a pigeon's brain.

Stallone handles this new comedy assignment with far greater ease than he managed in last year's *Oscar*, where he behaved like an over-wound clockwork toy. Even though momma Getty tweaks his cheeks, tucks him into bed and sings him a lullaby ("Oh Jesus", he mutters), our Rocky looks relaxed, if rueful.

Stallone may never be Cary Grant, but he can be watched without embarrassment. At least that is the case until the script buckles down to what Stallone's character calls "the feeling stuff". For Getty, the film proves an easy ride: she is chiefly required to utter aggravating comments with her road-warrior timing, and generally look sweet, ginger hair neatly permed, holding her pet Pekinese.

After a while, though, even a comedy this trivial needs something more than a bachelor cop and a pestering mom, album of baby photos at her elbow. So we get action: car-renting cars, gun-dealers, with Stallone and Getty in the thick of it.

Director Roger Spottiswoode tried a similar blend of action and comedy in *Turner & Hooch*, which celebrated another odd couple (a fastidious detective and a sloppy dog). He keeps the show on the road well enough, though when faced with a routine show of Pokie the peke, blue bow in its hair, one wonders what ever happened to the talented man who made that exciting thriller *Under Fire*, nearly ten years ago.

In a perfect world, commercial cinemas would find a proper home for *A Brief History of Time* (Palace Video), a compelling treatment of Stephen Hawking's scientific best-seller from Errol Morris, the quirky director of *The Thin Blue Line*. As the world stands, this fascinating film slips into the country this week on video. But its luscious, stylised, sharp-edged photography alone makes a large screen desirable, if not essential.

"Which came first, the chicken or the egg?" Hawking asks. After a startling shot of a chicken blinking before the universe's expanse, Morris leads us into the rarefied sphere of theoretical physics by first considering Hawking the man, and his battle against debilitating illness.

Then meatier matters are brought before us. Did the universe have a beginning? If so, what happened before its

ARTS BRIEF

Kirov's coming

THE Kirov Ballet is returning to London in the summer of 1993 for a five-week season only four months after the Bolshoi Ballet ends its five-week "arena" season at the Albert Hall. The attraction of the 200-strong St Petersburg company is the new repertoire it will bring to Britain. Oleg Vinogradov, artistic director, is planning to present the original Lavrovsky *Romeo and Juliet* and the original Mayajinsky theatre production of *La Bayadère*. Rounding off the programme will be works by the Western choreographers Tudor, Robbins and Balanchine. In its bid to earn valuable foreign currency, the Kirov is now spending more than six months a year abroad.



Vinogradov: he will bring two original productions

Last chance...

THE exhibition at the Hayward Gallery (071-261 0137), "Doubletake", sets out to explore "Collective Memory and Current Art", and contains its quota of the conceptual, the minimal and the plain nonsensical. Judge for yourselves until Monday.

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COMMENT

Red tape clogs up the video-recorder

A few months ago the distinguished London bookseller Grant and Cutler, an academic bookseller specialising in foreign-language texts, carried for sale a range of French videos. Among them were French film classics, including works by such revered figures as Renoir, Clair, Gance, Cocteau and Camé, and video recordings of French stage productions of Molière, Racine and others.

Recently the stand of videos vanished. The shop had been ordered to withdraw them from sale after a visit from police acting on information presented by the British Board of Film Classification — formerly (and more frankly) "of Film Censors".

When the shop approached the BBFC, it was told that under the sweeping new powers over video conferred on the Board by the Video Recordings Act of 1984 it is illegal to offer for sale in Britain (or place a special order for) any video which does not explicitly bear the Board's seal of classification, or else (as with some opera and ballet recordings) an official exemption. Hence, in practice, all videos not originating in Britain are sold illegally.

What about foreign films already theatrically distributed

in Britain and classified? The answer is that these too are illegal unless passed by the Board in this specific, unsubstantiated video form. The Board's argument is that a film seen without subtitles and/or on video might create a different effect from when seen subtitled in a cinema. How the effect might be more offensive is not vouchsafed.

If this is the case, why has the Board not pursued sellers of Chinese videos around Gerrard Street, Arabic videos in Queensway and Indian videos almost anywhere in London? The Board's answer is that, while this has been considered, and shops dealing in such videos are certainly legally at fault, it was decided that such a move would be offensive to minorities in a multicultural society.

Such sentiments seem admirable. But why cannot a similar courtesy be extended to that group — still unfortunately a minority in a Britain hurrying towards a united Europe — who are learning another European language, and need every stimulus from foreign classics? Must they stoop to under-the-counter transactions to further their linguistic progress?

JOHN
RUSSELL TAYLOR

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Seeking a Catholic sense of sexuality

Though Catholics are often tormented by guilt, says Roderick Strange, an angry new book will not ease their consciences

Kate Saunders and Peter Stanford have been prompted to write this book by the damage they feel Roman Catholics have suffered from their church's official teaching on sex. And while it would be wrong to suppose that all Catholics are guilt-ridden, it is certainly true that too many are. They need reassurance, need to see that their anxieties about sex do not leave them on the margin of the Catholic Church's life. It would be good to find a book which helped them.

That sexual activity between husband and wife is "honourable and good" and does not cease to be so "even when... it is foreseen to be infertile". The language may not be attractive; there may be other issues to contest; but the point is clear. But instead of unravelling the dilemma, Saunders and Stanford adopt it without question and so fail to raise the far more significant issue of why this view is mistaken, why is it so prevalent?

One reason is the doctrinal fundamentalism in the Catholic Church by which teaching is enshrined too readily as tradition and judged to be unchangeable. History is ignored. The circumstances which influenced a viewpoint are forgotten. This uncritical attitude has often guided official teaching, leaving it defensive and fearful. It is a legacy which needs to be addressed, but the problem is not caused by critics, like Saunders and Stanford, who play the same game once more St Augustine is on trial as the villain of the piece.

A second reason follows from the first. Negative presentation encourages bad practice. The clergy, like other professionals, make mistakes. The authors make that plain. They regale us with a series of horror stories. We hear from Catholics who feel sexually repressed, from older Catholics who claim that their lives have been damaged by the attitudes they learnt at school, from the separated, divorced and remarried or those leading a double life.

Yet, without underestimating the bad practice some people may have had to endure, the presentation of their cases is too partial to be instructive. And all the while the presumption that faith and sex are in conflict blinds the authors to the

leaving it defensive and fearful. It is a legacy which needs to be addressed, but the problem is not caused by critics, like Saunders and Stanford, who play the same game once more St Augustine is on trial as the villain of the piece.

The perspective is askew from the start. The authors begin by asking, "Why should believers have to choose between faith in God or a rewarding sex life?" It is a good question because it expresses well the dilemma which Catholics burdened with guilt feel confronted with. In fact, they are mistaken. Even that bogey document, *Humanae Vitae*, Paul VI's encyclical on artificial contraception, states

CATHOLICS AND SEX
From Purity to Purgatory
By Kate Saunders and Peter Stanford
Heinemann, £15.99



"The Confession" by Cristina Garcia Rodero (Espana Oculta, Little, Brown & Company, £16.99)

real nature of the Catholic Church's teaching. Let me put it simply.

The Catholic Church recognises that sex is powerful. It has power for each individual and reveals its power in the relationships we form. In other words, it is both private and public, as intensely personal as it is essentially social. As sex is social, there must be vision. At the same time, because it is personal, the vision must respect the individual. Both aspects are necessary; to neglect either creates distortion; and the Catholic Church recognises that fact. Combining the two, however, demands real sensitivity.

Moreover, of its very nature, this pastoral work defies precise formulation: discussions of the internal forum, as it is called, are usually fascinating, but unprofitable. And no approach can guarantee a happy outcome for everyone.

Of course, mistakes are made. Some priests do not handle these delicate matters well. Many others do. Even Saunders and Stanford acknowledge that, but they tend to write off examples of good practice as a lack of integrity, caring banal, or a devious exercise in clerical control. They suggest that some people

will find their book offensive. I am one of them, but not for the liberal reasons they presume. I am offended because an opportunity to say something valuable on a matter of real importance to many people has been wasted. In a memorable *Tablet* column, John Harriot once called for a respite from sex. He was appealing primarily to Vatican departments, but he included journalists. Saunders and Stanford should have taken his advice.

Father Strange was chaplain to Oxford University until 1989. Since then he has been a priest at Hyde in Cheshire. He is the author of The Catholic Faith (OUP).

Free spirit in love with love

During her own lifetime, Claire Clairmont saw herself written out of history. The stepdaughter of "the immortal Godwin", she had been raised as a free thinker, and as part of the Shelley ménage she had embraced the world as a free spirit. By the time the first accounts of Shelley's life came to be written, Victorian biographers preferred to ignore the part played in it by this "lively, quick-witted and probably unmanageable" woman.

She, understandably, was piqued by her exclusion: "I would willingly think", she wrote in her journals, "that my memory may not be lost in oblivion as my life has been." She has had to wait for her biographers, but she has been well-served by them: now, a century after her death, comes this vivid study which has all the energy and charm of its subject.

As a girl, her romantic spirit delighted in the affair between Shelley and her step-sister Mary, the daughter of Mary Wollstonecraft, and she thrilled at the part she played in it. But though she was necessary — Mary could make

trysts with Shelley under the guise of going out walking with Claire — she was also, hurtfully, made to feel that her presence was unwanted. "We both used to walk with him in the Wilderness of the Charterhouse, also to Mary Wollstonecraft's tomb," she reported. "They always sent me to walk some distance from them — alleging that they wished to talk on philosophical subjects. I did not know what they talked about."

Still, when Shelley and Mary ran away together to France in July 1814, Claire, even if not strictly wanted on the voyage, was required to accompany them, for neither of the lovers could speak French. If she bristled at the imposed role of gooseberry, she chose to ignore it, fastening instead onto her close companionship with Shelley, whom she hero-worshipped. As a permanent part of the itinerant Shelley household, she felt she had entry into the charmed circle.

The redoubtable role played by Mary, as a consequence of her depressive temperament and uncomfortable pregnancy, gave Claire, she felt, special claims on Shelley, leading many to presume that their relationship was also of a sexual nature. There is no evidence that it was, but Shelley and Claire's solidarity proved irksome to Mary, who later wrote: "she poisoned my life when

young, my idea of Heaven was a world without Claire."

If Claire felt the need to compete with Mary for Shelley's affections, this was due to a rivalry that she never explicitly acknowledged. But Claire's mother had complained that Godwin's delight in Mary's brilliance had led him to consider Claire stupid. Claire gave voice to similar resentment only in defence of her brother Charles, whom she considered to be misjudged and ill-treated by the Godwins. "In our family," she wrote sourly, "if you cannot write an epic poem or a novel, that by its originality knocks all other novels on the head, you are a despicable creature."

Perhaps it was the same spirit of competitiveness that led Claire to seek a post of her own, one even more famous than Mary's Shelley. She wrote to Byron, urging a meeting. He gave in. For her the affair was an example of "perfect" love; for him it was something less lofty. "I never loved nor pretended to love her, but a man is a man, and if a girl of eighteen comes prancing to you at all hours, there is but one way..."

When Claire conceived, all that Byron could ask was: "Is the brat mine?" The child, named Allegra, whom Claire loved with maternal passion, was taken away from her by Byron and dumped in a convent; she died at the age of five. Thenceforth, Claire considered herself "as a stranger and traveller on the earth, to whom none of the many affairs of this world belong and who has no permanent township on this globe."

She travelled restlessly, working as a governess and "earning by it happy without happiness"; in Italy, where she retraced steps once trod with Shelley in France, where in her forties she enjoyed a clandestine affair with a man who remains unidentified; in Germany and in Russia, and made an abortive attempt to farm in Austria. She was a brilliant linguist and a teacher of sensitivity. She remained lively until her death at 81.

Towards the end of her life she confessed that "when I was a very young girl, Byron was the rage... I was young, and vain and poor... The result you know, I am too old now to play with any mock repentance." The price she paid for this was a heavy one, and she realised it. On her tombstone she requested the words be written: "She passed her life in sufferings, expiating not only her faults but also her virtues."

Nigella Lawson

CLAIRE CLAIRMONT AND THE SHELLEYS
By Robert Gittings
and Jo Manning
Oxford, £20

Boffins blinded by science

Bryan Appleyard

SCIENCE AS SALVATION
A modern myth and its meaning
By Mary Midgley
Routledge, £25



Dr Mary Midgley: robust

This book is a welcome, funny, robust and acute assault on some of the driving that has lately been filling bookshelves under the heading "Popular Science". Midgley is a professional philosopher who has decided to have fun at the expense of some amateur interlopers — that band of physicists who have lately taken it on themselves to explain everything past, present and, most laughably, future.

The role model for these people is Stephen Hawking. His *A Brief History of Time*, apart from glazing over the eyes of the publishing industry with its sales figures, provided propaganda for the idea that physics was not so much the Queen of Sciences as the Rabid Dictator of All Human Knowledge. Once we had the equations that mark the end of physics, Hawking concluded, then "we would know the mind of God". "Clearly," observes Midgley suavely of such talk, "it causes no embarrassment."

But, equally clearly, it should. When was it decided on our behalf that the vast wealth of meaning and virtue implicit in the idea of God could be contained in a set of equations, which, in any case, will almost certainly be falsified by Hawking's successor? Yet Hawking is only one of the many who now trade in this kind of sixth-form philosophy. Midgley's other targets are: Paul Davies, John Barrow, Frank Tipler, Freeman Dyson, Peter Atkins, with whose incoherent polemic *The Creation* she has the most fun, and, from an older generation, Jacques Monod, J.D. Bernal and J.B.S. Haldane.

The assault on Atkins is exemplary. His book was an attempt to defeat the metaphysical ambitions arising from the new physics of the 20th century by anchoring the whole subject in what Atkins takes to be the most hard-headed of scientific earth. Midgley categorises his approach as a "pseudo-Darwinian fantasy" and proceeds to take apart his dozens of baseless rhetorical assumptions with delicate venom. The book, she says, is a Just So Story and concludes that it "marks a fairly complete bankruptcy of real explanation". The future fantasists provide

her with, if anything, an even easier target. She starts with the 1930s meanderings of Haldane and Bernal in which the supposedly scientific base of Marxism is used to justify a Leninist priesthood of scientists presiding over our escape from the earth and our bodies. Later comes Freeman Dyson with his space colonisation through downloading ourselves on to computer software; and, finally, Barrow and Tipler speak of the ability of consciousness to take over the entire cosmos with the aid of gravity shear energy and to trust the terminal effects of the Big Crunch by pouring matter into black holes.

The consistent themes are: immortality, space colonisation, loathing of the organic

mess of human life, the supremacy in all human affairs of scientists and a deterministic assumption that this is what must happen because that is the way we and the universe are made. They are all, as Midgley points out, power fantasies — driven lately (this is me, not her) by the sales fantasies of the book trade. In any case, she thinks, one of the most notable aspects of scientific history is that most ideas do not work, so these wobbly, speculative towers are unlikely to remain upright.

The serious questions behind all this are: what is really going on here? And: does it matter? Midgley's answer to the first is the philosophical meat of the book that justifies all the fun

she has. Implicit in all these arguments, she says, is a resurfacing of teleology. This was the method, overthrown by classical science, that argues backwards from purpose. In much of this scientific writing there is the newly-discovered assumption that we may be able to talk about the universe backwards from our presence in it and, therefore, to discuss our future on the basis of the pursuit of predestined pattern — in Barrow and Tipler's terms this becomes the Final Anthropic Principle.

Even when an explicit teleology is not at work, as in Atkins — the absolute insistence on the finality and rightness of science as it is now constituted amounts to the same thing. It is tempting to say all this does not matter. These are sci-fi power fantasies for lonely boys in bed with their Clearasil. In the real world most scientists are just quiet sober people getting on with their jobs.

Midgley, rightly, has no patience with this view and sees it as dangerous and corrupting. These popularisers are but the tip of an iceberg of a new scientism — the belief in the omniscience of science. Since modern science began, this belief has been in the air. With accelerating technological effectiveness it became ever more credible. Now, in our atheist, liberal societies, the belief has become the society's one universally agreed faith. The urgency of defeating scientism in all its boneheaded, philistine forms arises from the need to defend the culture against its final, entropic decay into the valuelessness that is intrinsic to the scientific project.

Midgley's positive stance — not really detailed in this book — appears to be a humanist and ecological insistence on the totality and reality of organic, earthly life. This is fair enough, but I suspect, a little weak. There needs to be tougher insistences on the absolute: human self and on the culture that made it. The culture needs to be defended against these one-eyed fantasies as fiercely as we would defend ourselves, because, of course, it is our selves. But you can only do so much in one book and nobody could seriously ask Midgley to do more in hers.

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Genial godfather of German freedom

Willy Brandt's candour about his own mistakes lends his autobiography a rare magnanimity, Anne McElvoy discovers

Willy Brandt's decision to begin his memoirs, not with his early years, but with the building of the Berlin Wall in 1961, is neither a random decision nor simply dramatic effect. Then governing mayor of West Berlin, he learned his trade as a politician in the overheated atmosphere of that Berlin crisis. That day, August 13, shaped his view of the east-west conflict and provided the kernel of the *Ostpolitik* which he sponsored from 1969.

Brandt, along with the people of Berlin, learned that day that the Western allies would not risk conflagration to preserve German unity. The solution to Germany's trauma would have to be home-made. His initial disappointment that the Americans did not use military force to counter the East German move rapidly gave way to the tempered mixture of pragmatism and idealism which would become the hallmark of his subsequent career.

His strength both as politician and autobiographer is his ability to capture the essence of his motives elegantly and memorably. Of the years after the building of the Wall he says: "There is a time for war and a time for peace, a time for taking small steps and a time for making great changes." He became the master of the intricate dance across the flimsy net of national and international interests in later years.

Brandt was born in 1913, the illegitimate son of a working-class Lübeck mother. He never shook off his self-consciousness about his birth. He was brought up bearing his grandfather's name of Frahm and adopted the name Brandt, given to him in the anti-Nazi underground. He was steeped in north German socialism from childhood: enrolled by his grandfather in the labour sports club as soon as he could walk, and proceeding, by way of the movement's mandolin and puppet club, to writing tracts for the left-wing Lübeck Volksbote at the age of 15.

He left Germany for Norway in 1933 and was politically active in exile, even risking a stay in Berlin in 1936, disguised as a Norwegian student to collect information on the resistance. After co-operating with Heinrich Mann's ill-fated German Popular Front against Hitler, he joined the International Brigades in Spain and fled Norway for Sweden after the occupation.

Even in wartime, his capacity for making contacts was prodigious. In 1943 he met Adam von Trott, one of Hitler's most dogged aristocratic opponents in the German foreign office; unlike many less tolerant Social Democrats he was quick to grasp the necessity of a broad-based opposition to Hitler transcending old social and party barriers. Equally correct was his recognition that there was nothing to be gained from conniving with

the German communists, who had long since sacrificed their integrity. After the war, he exploited Berlin's centre-stage role to gain prominence and the post of governing mayor of the city served as his launching pad, bringing him nominations for the chancellorship in 1961 and 1965. The SPD's haul to office was a long one: first as junior coalition partners of the Christian Democrats in 1966, then in 1969 as the first Social Democrat-led government in Germany since 1930. Brandt's sheer staying power should not be underestimated in determining the result. His literary ally Günter Grass coined the metaphor of a snail's progress to describe Brandt's path to victory in the 1969 elections.

At times the book lapses into the monotonous tone to which politicians are prone, but Brandt cannot be boring for long. He is the master of the one-line summary of politicians and deftly combines generosity with vitriol. Thus Franz Josef Strauss, the ebullient Bavarian premier who dominated the other end of the political spectrum is perfectly encapsulated as "a powerful engine with a weak brake".

He is frank in his admiration of Adenauer, despite the personal bitterness of their tussle. But he thought Ludwig Erhard, Adenauer's brief successor as Chancellor and architect of the economic miracle, a political fool, recalling that Erhard guilelessly asked him how much it would cost to buy the eastern zone from the Russians.

You can tell who Brandt's real enemies were because he marches briskly past them in the account. Chancellor Kohl merits barely a mention. Hans-Dietrich Genscher emerges as a manipulative figure, although not a word of actual censure is uttered. There are hints that Genscher—who was interior minister in 1974 when the East German spy Günter Guillaume was discovered in Brandt's office—may have done little to avert the scandal that ensured Brandt's removal as Chancellor, thus smoothing Genscher's path to the job of foreign minister.

Brandt insists that he should not have had to resign in the wake of the affair. There is evidence that his going had more to do with discontent on the right of the party—represented by Helmut Schmidt—and fears that Brandt's concentration on *Ostpolitik* distracted him from internal affairs. Brandt was blamed for the party's defeats in regional elections that year.

Few cabinets can be described as harmonious gatherings of like-minded and lovable individuals, but that which Brandt headed was outstanding in its querulousness. The bickering at the top led to an unhealthy climate in the country as a whole. The early 1970s in Germany were marked by economic slowdown and industrial unrest



which Brandt, more at home on the world stage than at the fireside, was ill-equipped to handle.

The several lapses in vigilance which led to Guillaume being allowed to rise to the job of personal assistant do suggest that Genscher and the head of the internal security service were negligent; but Brandt must also bear responsibility for the ensuing disaster himself. Brandt's two main weaknesses were political arrogance, leading to the assumption that he was indispensable and always a step ahead of his opponents, and carelessness.

He admits to having known for a

year that there were suspicions surrounding his aide; he was guilty of astonishing naivety in his assumption that East Berlin would not plant an agent on the father of Germany's detente. He misjudged the aftermath of the discovery, continuing with his engagements instead of confronting the storm, and showing himself to be ill-informed about secrets to which Guillaume had access.

It is to his credit that he is candid about these errors. He is less open about the accusations of personal indiscretion which made him additionally vulnerable. Brandt could barely have found time for all the

romantic intrigues in which he was rumoured to have indulged, but his *joie de vivre*—or rather subsequent threats of revealing its exact nature—doubtless contributed to his fall.

It is not for his chancellorship that Brandt will be remembered—Schmidt was the better leader—but for his promotion of ties with East Germany and the Soviet bloc: *Ostpolitik* is his true monument.

The publication of his memoirs in English is timely, coming in the midst of a post-unification reassessment of policy towards the east. The snag of "change through convergence", as the doctrine of partial recognition of the East German

state and increased contact with citizens of the estranged Germanies was tagged, was that it resulted in a lot of convergence but not much change. Erich Honecker's regime was, a few travel concessions apart, as repressive when it fell as when he came to power in 1971.

There was confusion from the first about whether Brandt's policies were meant to promote the fall of communism in the east by exposing the GDR to western influence, or whether they had the more modest aim of making life more tolerable for the peoples of both Germanies. The disadvantage of the strategy was that it gave

Honecker unmerited legitimacy. East Germany was ultimately destabilised not by the agitations of Bonn but by changes in Moscow. It is self-serving for Social Democrats—notably Brandt's friend Egon Bahr—to claim that the street revolt of 1989 was the crowning triumph of their policies. The tactic of building bridges with the communist leadership, and thus keeping it sweet, meant spurring links with the opposition. The dissidents who risked arrest and worse were not helped by West German politicians of any colour and it ill becomes them to pretend that the opposition's achievements are really theirs.

Brandt, however, is less to blame for the inadequacies of *Ostpolitik* than his successors. After the gains made in the early 1970s, it became an aimless affair, the grand humanitarian aims retreating behind trade and transit agreements. The government of Chancellor Kohl has little to be proud of.

Not that the opposition covered itself with glory either. There can be few less useful documents than that jointly compiled in 1987 by the Social Democrats and the East Berlin communists: it was of value only to the latter. In response to these criticisms, Brandt counters that we are all wiser at the end of 1989 than at the end of 1987, a truism not without value.

In judging *Ostpolitik*, it is necessary to differentiate between its weaknesses at the time of its inception and those which are due to hindsight. The balance shows that it was an inspired, humane response to a dreadful predicament and as such a success. It was not the principles which were at fault, as its original opponents claimed, but the subsequent neglect of its potential to challenge dictatorship by imaginative means and the complacency and lack of vision to which its guardians succumbed.

Brandt later turned his attention to the third world, setting up the now almost forgotten North-South Commission. It was a brave attempt to put a neglected problem onto the international agenda, and its ideas have since gained currency.

But even he admits that the commission failed to instigate the practical action he had hoped for, and that, by the end of the 1980s, very few "developing" countries could be said to be developing at all. Brandt's conclusion that such enterprises do not change the conduct of governments of the time, but form opinions and encourage alternatives a generation down the line, may yet prove that his efforts were not in vain.

These memoirs are a rarity in both their scope and detail. They tell the story of Germany, from the Weimar Republic to the eve of unification through the eyes of a man of extraordinary talents and all too human weaknesses. Willy Brandt at 79 is ailing but still vigorous. In a Europe dominated by detail-obsessed technocrats, whose vision and concerns seldom extend beyond the next election, he remains outstanding.

Anne McElvoy is Berlin correspondent for The Times. Her book *The Saddle Cow: East Germany's Life and Legacy* will be published in June by Faber.

TED HUGHES

Shakespeare and the Goddess

A reply to Eric Griffiths



Elizabeth Taylor as Cleopatra: one of the goddesses

In his review on April 9 in *The Times* of my book *Shakespeare and the Goddess of Complete Being* (Faber, £18.99), Eric Griffiths's approach to Shakespeare, so opposite to mine, conveniently defined what the book seems to be expected to be, but most definitely is not.

Almost all commentaries about Shakespeare (except biographies) belong to the academic field, and are written by those who work in it. Griffiths views the plays from the standpoint of one who teaches them to students, within that apparatus of literary criticism and scholarship, for exams.

I view them from the more practical standpoint of one who constantly dismantles them (and has done for 45 years), examining their parts like an industrial spy, not for the purpose of discursive comment, but with the sole idea of appropriating, somehow, the secrets of what makes them work as fascinating stage events, as big poems, and as language, so that I can adapt them to my own doings in different circumstances.

Griffiths spends his days thinking and talking about scholarship and criticism. I spend my days, as I always have done, inventing and thinking about new poetic fables which, though vastly inferior to Shakespeare's in every way, as I do not need to be told, are nevertheless the same kind of thing. My book is my view of his operations. Griffiths, it seems to me, is really telling readers of *The Times* that I have not written his kind of book, and he disagrees.

It is not a long complicated book, but about twenty quite

short very simplified books, all interconnected. Broadly, I present Shakespeare's mature plays, from *All's Well That Ends Well* to *The Tempest*, as the successive hearings of a court case, which I follow up through a detective investigation. This is specifically the trial of the English (Puritan/Protestant) mind. The criminal's victim is his best beloved (his mother, wife, daughter). Shakespeare is a severe judge. In fact, he exacts Divine Judgment.

Yes, Griffiths is correct, this court case does implicate the English Reformation, not as a "bonus" as he wittily suggests, but integrally. Maybe he can more easily digest Auden's encapsulation of

... the whole offence
From Luther until now
That has driven a culture mad...

And yet, Shakespeare does isolate his mythic court case of the hero's guilt as the "key to all mythologies"—or at least, the key to all mythologies remotely connected with and central to the Christian inheritance. Griffiths pokes superior fun at such a possibility (his own Shakespeare has no extra-curricular life)—and puts his finger right on it.

The key to the psychological source of all these mythologies is Act I, Man worshipping the Female as his Creatrix and the source of happiness and life; Act II, Man destroying the Female—and expropriating her sexually creative magic (as ritual, culture and science).

Shakespeare adds (with mythic help) his own third segments: Act III, Man, corrected by his punishment, is redeemed by the Female who survived his assault. This pri-

meval schema is interesting only insofar as Shakespeare incarnates it in lives we recognise as our own. At the same time, what is also interesting, and seemed worth a book, is the fact that Shakespeare's whole vision, particularly his tragic drama, takes its shape from this "key to all mythologies". No other writer's works do.

Shakespeare casts the crime of the accused into a parable: the myth of Venus and Adonis, in a form that he took superficially from Ovid's *Metamorphoses*. This is where Eric Griffiths becomes nervous: myth, to him, is synonymous with the "intellectually chaotic", and it ushers in his *bête noire*—metamorphosis.

The crux of this fable that Shakespeare has selected (out of all the thousands available to him) for his first ambitious poem is the metamorphosis of Adonis into a flower. Into this plot, Shakespeare incorporated another fable and another myth, fusing them in the person of Adonis. Both are variants of his myth, and in both a metamorphosis is the crux of the theme.

Not only is this demi-god's face infinitely dramatic, his very nature is to change shape and be reborn as something else, or in some other dimension. This is the sort of thing

that bores Eric Griffiths. But it did not bore Shakespeare. I can argue that this was his careful assembly, in his laboratory, of his earth-shaker.

By the end of this poem, in which Shakespeare took full possession of his seminal myth for the first time, Adonis has become a dense complex of metamorphic possibilities, a crossroads of heavy metamorphic traffic. The constituents of this protean hero are: his own puritanical temper (that rejected the goddess in theological terms); Persephone the queen of hell, her consort in hell, the wild boar which is her animal form, the erotic fury of a water-nymph, a hermaphrodite, a flower and its future between the breasts of the goddess Venus in heaven.

Nobody doubts Shakespeare's love of the metamorphoses in Ovid. But here he seems to be demonstrating a positive obsession. Yet above all others Shakespeare knew how to find the plot that gave him the perfect image of what he had to say. Griffiths's allergy to metamorphosis is not an allergy to my book, as he professes, but to Shakespeare's poetic life.

Though Griffiths deplores it, nevertheless this shameless shape-shifting still insists on being the first principle of poetic creation. Anything can stand for or become anything else, and it is only an intelligent creative pattern that fixes these things and makes meaning. But if you cannot see the patterns it is, as Griffiths says, "the jumble of an occult bookshop". Whoever lacks those "polaroids" that enable one to see the patterns in the

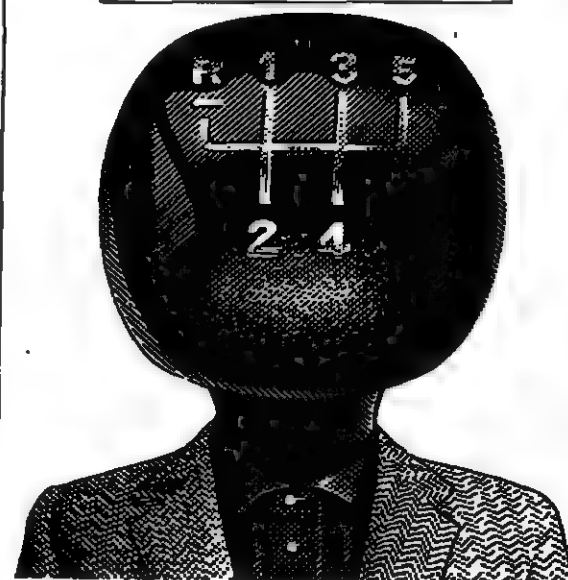
world of metamorphosis, which is the most psychologically dynamic form of metaphor, will never see through the surface effects of poetry.

Shakespeare went on to develop the fate of this multiple, self-contradictory being—his reborn form of Adonis—in the fable of *Tarquin*. If my book can show how, by amalgamating those fables and the plots of his two long poems, Shakespeare created a single, explosive dramatic action, and if it can show how he pursued that action through the entire court case mentioned above, then every chapter should have a good deal to say about the musical and evolving patterns of those metamorphic elements. The theme of my book is to argue that from *Measure For Measure* onwards these processes—the court case, the evolution of the myth, and the fugue of metamorphoses—are self-evident.

Because of his rejection of metamorphosis and his ilk, and his apparent blindness to any substructure in Shakespeare's ideas, Griffiths is effectively excluded from the world I am talking about. Everything his eye manages to catch in my book, apart from the two or three petty editorial "howlers" that refresh him so much, he seems to invent or misunderstand.

He flares his gown at me and calls me a "cultural peasant in search of miracles"—meaning, I can only suppose, that the aristocracy of the imagination is telling me that Shakespeare is the last place to look for them. That is the view of one of those testy curators who go into spluttering jitters when they find their ornaments shifted.

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THE TIMES

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THE COMPANY

- Major independent oil and gas exploration company.
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THE POSITION

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QUALIFICATIONS

- Graduate calibre, early 30s to mid 40s, with five years' senior industrial PR experience and exposure to Government and regulatory bodies. Upstream oil industry experience useful.
- Knowledge of Government important. Experience of journalism, fund raising, lobbying useful.
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Please reply in writing, enclosing full cv.
Reference L1520
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Director (Chief Executive)

c. £70,000 with Car and Benefits

Central London Based

An important position. The Society has a vital part to play in the success of the British brewing and pub industries and their impact on the community.

THE POSITION

- Chief Executive, heading a full-time staff of 40. Reporting to the Council which represents all the Society's members.
- Advising members on current and anticipated legislative and technical developments.
- Representing the views of brewers and pub retailers to Government in Westminster and Brussels, and to the media.

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- A successful business or professional career at senior level, with experience of dealing with UK/EC authorities.
- Experience of developing complex, long-term strategies, which involve legislation.
- Presence, authority, diplomacy and tact, with well developed communication skills.
- Man or woman aged around 50 years.

Please reply in writing, enclosing full cv.
Reference L11530
54 Jermyn Street,
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Marketing Manager c.£38,000 plus bonus

This new role reports directly to the General Manager responsible for my client's flagship product. Managing the full marketing mix you will be accountable for optimising deliverables to the customer which will require considerable communication with the corporate marketing function.

A key aspect of the role is the exploitation of new software applications to meet user needs and leverage further use of the company's products. Working in close liaison with customers, account management and software development, you will identify the market need for new requirements or enhancements to current products. Your ability to recognise the added value of these applications for customers' businesses and to communicate this in their terms is of paramount importance.

You will probably be a graduate with around 10 years experience in sales, marketing or technical support directly related to software development in a complex environment. You will be able to demonstrate your ability to understand the added value of a product to individual customers and, hence, make the commercial judgement about marketing and pricing strategies. Reference MD2705M.

International Telecommunications

A European company with a global commitment, my client is dedicated to the needs of network operators and end users worldwide. The company has an enviable reputation for the quality and success of its products which address the requirements of every country. By creating innovative ideas and a flexible approach, the company has responded to the needs of the business to business market which demands an ever increasing range of advanced features to meet global communication requirements.

Only those companies which have the vision, resources and market understanding will achieve substantial market share. My client is one such company.

The remuneration package includes a substantial salary, performance payment, company car, private health insurance and other benefits designed to attract the best. As you would expect, high achievers will benefit from the significant ramp effect of the incentive plan. There is some flexibility in terms of location and to apply you should send a comprehensive C.V., quoting the appropriate reference, to me, Clive Morris, at Macmillan Davies Consultants, Colston Centre, Colston Street, Bristol, BS1 4UX. Tel (0272) 251351. Fax (0272) 254903.



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As a highly successful Account Manager with entrepreneurial flair, you will become a role model and be seen as a centre of excellence by the business. This is an exciting opportunity enabling you to position yourself for further promotion within the management team.

Probably with a degree and at least 10 years sales experience, you will expect to earn a basic salary in the region of £35,000 and you should have an excellent record of achievement in a solution selling environment. Your background, although not necessarily in telecommunications, should be in a similar high technology industry with sales of substantial capital value. A second language ability would be a distinct advantage. Reference MD2705A.

c£55,000 package
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THE ROLE

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- Reposition the business to respond to changing distribution channels. Enhance relationships with specifiers and influencers to improve product range awareness. Develop joint marketing initiatives with retailers to stimulate end consumer demand.
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THE ROLE

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- Establish clear systems for reporting and monitoring performance and advising country general managers on operational matters.
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McKinsey assignments typically deal with the direct concerns of top management. Working in teams, you will undertake

in-depth analytical work to resolve complex business issues, and collaborate closely with client management to implement practical strategies that will achieve positive and sustained impact. Our unrivalled client base will expose you to a wide variety of industry sectors; with ongoing training, you will progressively apply your professional consulting skills to an increasing range of business situations. The experience you gain will accelerate the pace of your personal development - whether you intend to rise within McKinsey, or ultimately move into general management.

Aged between 27 and 32, you must combine an excellent

academic background - including a relevant honours degree (minimum 2:1) - with an impressive record of achievement gained in a blue-chip electronics/telecommunications manufacturer, service provider or major IT company. A recognised fast-track performer, you will already have moved from a technical base to a general business management role, where your current commercial responsibilities may include planning, marketing or business development.

All posts are London-based: client engagements are undertaken throughout the UK and there may also be

opportunities to work overseas. The first-class remuneration package includes a full range of benefits including company car, non-contributory pension and, if appropriate, assistance with relocation.

If you are keen to work in an environment of excellence where your personal capabilities will constantly be tested and extended, please send or fax your full CV (including details of present remuneration) to our advising consultants: Goodman Graham & Associates Limited, 8 Beaumont Gate, Shenley Hill, Radlett, Hertfordshire WD7 7AF (fax: 0923 854791), quoting ref: 4300, to arrive no later than Friday 1st May 1992.

Director of Procurement & Materials Management

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With an annual procurement spend of £1.6 billion over a vast range of goods and services, this is one of the leading Procurement and Materials Management jobs in the country. The scope for impact on the performance of British Rail, and on the achievement of the vision for our industry, cannot be underestimated.

The Challenges

- To lead a 170-strong Derby-based operation engaged in the strategic procurement of rolling stock, capital goods for major infrastructure projects, energy and large-scale call-off contracts for InterCity, Network SouthEast, Regional Railways, Trainload Freight and other Railway Business customers.
- To direct the development of a 600-strong Materials Management operation to meet customer demands for improved service and efficiency.
- To accomplish a fully integrated, high performance Procurement and Materials Management function, achieving the right balance between devolved and centralised provision to maximise corporate advantage.

The Qualifications

- Degree level background, ideally in an engineering discipline, enhanced by an MBA, and an outstanding track record at senior level in procurement.
- Negotiating skills of a high order.
- State of the art exposure to procurement and materials management techniques and systems.
- Solid achievements in the management of change and effective performance.

Your salary will be negotiable to reflect the responsibilities and senior status of the post. Benefits include a fully expensed car, BUPA, free First-Class rail travel for you, your spouse and dependants, and access to an excellent pension scheme.

Procurement and Materials Management is a Profit Centre within British Rail's newly-created Central Services Business. The successful applicant will report to Dr George Buckley, Managing Director, Central Services



Central Services

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If you are convinced you meet our requirements, please send your CV, with full details of current remuneration and benefits, to: Alan Deboo, Director, Personnel Central Services, British Railways Board, Macmillan House (CP32), Paddington, London W2 1FT.

Managing Director

Hertfordshire Development Organisation -

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c £45,000, Bonus, Car, Benefits

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The Hertfordshire Economic Development Organisation is a new venture being launched as a result of recommendations made by the Hertfordshire Economic Regeneration Task Force. The Task Force was formed at the initiative of the Hertfordshire Training and Enterprise Council, in partnership with the County and District Councils, business organisations and other public agencies in the county.

The role of the Development Organisation will be to promote Hertfordshire investment both within and from outside the county, as part of a selective strategy for economic regeneration. The Managing Director of the Economic Development Organisation will be at the forefront of a marketing and communications campaign initially to launch the organisation and, thereafter, to develop and implement the agreed business plan which will include strategies for supporting existing companies and attracting new investment. This is a high profile role which will require a dynamic, self-motivated individual with outstanding managerial, promotional and communications skills. Your broad business experience should include marketing and public relations activities, ideally gained in both the private and public sectors. You must be able to demonstrate the presence and stature to negotiate at senior levels, to co-ordinate the interests of all partners and to drive the organisation forward. You will need a high degree of creative vision and flair to meet this exciting challenge. Candidates with local ties and knowledge will be at a distinct advantage. Based initially in St Albans, this position is being offered on a renewable contract basis. The remuneration package includes an excellent range of executive benefits.

Hertfordshire TEC and the new Development Organisation are firmly committed to equal opportunities and applications are welcomed from all sectors of the community. Candidates should submit in confidence a comprehensive CV to: L.D. Hall or C. Smith, Hoggett Bowers plc, 1-2 Hanover Street, LONDON, W1R 9WB. 071-734 6852, Fax: 071-734 3738, quoting Ref: H29048-ST

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Contracts and Power Purchasing Department
Commercial Division
Aztec West, Bristol

Salary circa £30k (under review)

The purchase of electricity to supply SWEB's customers is a highly complex and demanding activity which impacts directly on Company profitability. The Contracts and Power Purchasing department of the Commercial Division is responsible for ensuring the best possible utilisation of the "spot" market and electricity hedging contracts to achieve the best deal for its customers and the long term success of SWEB.

This post heads up a small Contract Negotiating team whose main role is to:

- Prepare detailed positions for multi-million pound purchase contract negotiations with Generating Companies
- Negotiate the detailed structure and pricing of these complex financial instruments
- Liaise with analysts and strategists in developing new contract proposals to conclude satisfactory deals
- Ensure all new contractual opportunities are identified and pursued

The successful candidate will have a good degree or equivalent in economics, mathematics, engineering or related discipline. Experience in the economics of electricity production and a good knowledge of the bulk electricity trading market would be advantageous. An analytical mind and the ability to handle complex issues in the course of detailed negotiations are essential pre-requisites. The ability to utilise and understand advanced analytical computer models will be necessary. Candidates must be prepared to demonstrate initiative and communications skills which will equip them for negotiating at senior levels.

Application forms obtainable from the address below or by telephoning (0454) 201101 ext 2825 or (0454) 814489 outside office hours, should be completed and returned to the Personnel Services Manager, SWEB, 800 Park Avenue, Aztec West, Almondsbury, Bristol BS12 4SE. Closing date: 21 April 1992. Ref: 21/4

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responsible for strengthening the already successful sales team in this highly competitive sector. Candidates for this key role must have a proven track record in selling complex naval systems to major customers worldwide, against international competition.

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Contact Chris Abberley on (071) 638 9673 or send full career details including salary, and note of companies to which you do not want your details sent, to him at: 42 Andrews House, Barbican, London EC2Y 8AX.

CHRIS ABBERLEY ASSOCIATES
Human Resources Consultancy

MANAGER - JAPANESE SALES

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Our client has recognised the need to recruit a high powered business professional to focus on and actively develop their North Atlantic and Far East liner services within major Japanese organisations throughout the United Kingdom.

Preferably educated to degree level, the successful candidate will be mature, self motivated, and have a first class sales background, ideally but not essentially within the shipping industry. Experience of dealing at Director level within a Japanese environment is essential.

The nature of this important position demands that applicants have written and oral fluency in both Japanese and English.

In return our client provides an excellent benefits package including competitive salary, company car, company pension scheme and private medical insurance.

Interested candidates should submit a comprehensive career resume in English to:

Stephen Sheldrake, F.E.C.I., Executive Director, Marriott Howard Recruitment, Westbury House, 630 Woodbridge Road, Ipswich, Suffolk IP4 4PG.

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Product Analyst

Surrey

THE COMPANY SALADIN is a British company offering services to traders and analysts in oil and energy related markets world-wide. The company's products comprise information, decision support systems, consultancy and training. These are delivered to its client base of major buyers, sellers or traders of oil and petroleum products, in more than 20 countries.

THE JOB will involve wide-ranging international travel and carries two main responsibilities. Working closely with clients, consultants and marketing management you will bridge the gap between product concepts and working software by producing precise functional specifications from which the development team will work. You will then assess the quality of finished products, particularly with reference to the user's environment.

THE PERSON In your late 20's or early 30's, you are seeking a significant challenge within a small dynamic company. You may currently work either with a supplier of such systems or as a committed user. In either case you will be making a key input to systems design and development.

Exposure to trading, whether financial, commodity or preferably energy products is essential, as is a sound appreciation of the latest technology trends.

THE REWARDS An attractive package including competitive salary, profit sharing and a share option scheme (currently being established) is offered and will not be a limiting factor for the right candidate.

Please telephone or write to Richard Gaskell at HRS Hanover Recruitment, 28 Conduit Street, London W1R 9TA. Tel: 071-491 1875 Fax: 071-495 0467.



HANOVER

SENIOR COMMERCIAL MANAGER

Location:
Salary:

London
c. £30,000 + Company Car

We have been retained by our client, an acknowledged world leader within their chosen field of leading-edge communications systems, to find an experienced Senior Commercial Manager. The chosen individual will take responsibility for the management of all commercial issues relating to multi-million pound international contracts.

Responsibilities will include:

- Maximisation of contract profitability
- Bid preparation
- Contract negotiation
- Minimisation of risks and liabilities
- Acting as the central point of contact for commercial matters both internally and externally.

Candidates should have the following attributes:

- At least 5 years experience in a commercial environment.
- Educated to at least HND level in business-related studies
- Strong communication and presentation skills
- The ability to motivate and influence the activities of other departments within the company.
- Ideally aged between 30 and 45 years.
- Strong interpersonal skills.

This is a hands-on role which requires the ability to deal with detail whilst keeping the overall commercial objectives in sight. We are seeking an enthusiastic individual with dynamism and drive who will provide motivation and leadership to colleagues through example.

To find out more about this interesting and rewarding career opportunity, please call Adam Watts, at Alpha Recruitment on 0273-556266 this week (lines open until 8.00pm). Alternatively, write to him at the address shown below quoting reference: ATR1028.

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LONDON £40-50K

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The Task involves:

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- Management of advertising agencies and exhibitions.
- New product development and introduction including brochure and P.O.S. design.
- New market development.

The Essential requirements are:

- International experience including working and living abroad.
- Fluent English with language capability preferably in French and German.
- Sales and marketing experience in F.M.C.G. or related areas such as food, casualwear or toys.
- Aged between 30 and 35.
- Hands-on approach and financially orientated.

Please send your C.V. to Brian Shirley, Shirley Associates, Collier House, 163-169 Brompton Rd, London, SW3 1PY. Tel. 071 589 4567.

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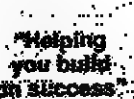
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Andrew Fowler,
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Our client is already a major player in the rapidly growing systems integration market, with an aggressive marketing-led and customer-focused strategy which will lead to competitive worldwide status by the end of the century.

As a Project Manager you'll be fully involved in the achievement of this objective, providing high-profile support to the sales and marketing effort and ensuring the effective delivery of £multi-

million value-added solutions to major companies both in the UK and internationally. This is very much a quality-driven, service-led role in which you'll act as the interface between the external customer at a senior level, and the company's technical resources.

Probably from a software house, systems integrator or IT manufacturer, you'll need a broad technical background, allied to strong commercial instincts and proven communication and team leadership skills. You must demonstrate an impressive record of achievement in bidding for and managing large external projects, involving complex software development and structured methodologies.

If you've got the all-round ability needed to make things happen, you won't be disappointed

by the level of challenge. Or by the rewards. The salary is supported by a substantial bonus, plus generous benefits.

In the first instance, please forward your CV, quoting ref. B0087/2 to Katherine Banitas at The Response Bureau, Barkers LBW Human Resources Advertising Limited, 30 Farringdon Street, London EC4A 4EA.

Your details will be forwarded to this client only. Please indicate any companies to which your details should not be sent.

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To head up this company, based in the East Midlands, they are seeking a highly talented and energetic person with a proven track record at senior management level.

He/she should be fully versed in all business disciplines and possess strong sales and marketing skills, preferably gained in a manufacturing environment. In addition the successful person must have well developed team leadership ability combined with a high level of self-motivation.

The U.K. Holding Group is a fully listed public company with an outstanding record of growth. They believe in achieving business and profit targets by giving a high degree of autonomy to subsidiary management which creates a rewarding and stimulating working environment.

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Bywater plc are international leaders in Total Quality Management. We have opportunities for TQM Consultants who are able to deliver the following areas of expertise to major multinational clients:

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Applicants must:

- be experienced TQM Consultants or Quality Executives in major organisations
- be skilled in advising and influencing executive management
- have the desire to work with a 'leader' in the Quality field on UK and overseas assignments.

An attractive package will be provided for the right applicant. Please forward a copy of your CV to Beverley Wootton, Personnel and Planning Administrator, Bywater plc, 119 Guildford Street, Chertsey, Surrey, KT16 9AL.

Bywater

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Cable TV is the future. Your future...

UNITED ARTISTS INTERNATIONAL are in the forefront of the revolution in cable communications.

We're growing rapidly connecting customers to an unbelievable choice of TV, radio and telecommunications services.

Financially as well as technically it's a huge challenge. For example, in our London South franchise alone (just one region in a nationwide network), more than £30 million has already been invested and more than 500 miles of underground cable has been installed. It is one of the most exciting challenges of the 1990s.

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GENERAL MANAGER

c £40K + CAR + BENEFITS + BONUS OPPORTUNITIES
NEWCASTLE-UPON-TYNE

Reporting to the Senior Vice President Operations, your brief is to accept responsibility for the budgetary performance of the Tyneside division. You should have an impressive career track record, initially in Sales and Marketing, and more recently success at General Management level. Capable of providing inspirational leadership to your division in implementing and maintaining a culture committed to service quality, you should be accustomed to working within an overall strategy defined at board level.

Of graduate calibre with at least 10 years commercial experience, including setting, controlling and successfully achieving budgets, your gift for building good relationships with key players, from local councillors and VIP's to customers, employees and contractors will be critical to your success.

For our part, our reputation is excellent, our commitment is total, our product portfolio is outstanding and our position is strong.

Together, we'll be formidable.

Please write with a full CV to our consultant: Stephen Finley, Mercuri Urval, Spencer House, 29 Grove Hill Road, Harrow, Middlesex, HA1 3BN, quoting reference UA/01. Interviews will be held in Newcastle in early May.

UNITED ARTISTS

**AST
COMPUTER**

AST Computer is the European subsidiary of a successful and rapidly expanding leader in the PC industry manufacturing a comprehensive range of high performance, high quality desktop and notebook computers. With continuing dynamic growth throughout Europe, they now wish to recruit a

EUROPEAN MAJOR ACCOUNTS MANAGER to co-ordinate international account development

OTE £40K + Car + Benefits

West London

As a senior member of the European Marketing team, you will maximise international sales opportunities through the collection and dissemination of key account information, supporting and co-ordinating local sales activities across Europe. Based in the UK, you will travel extensively to build co-operative relationships with international colleagues, communicating corporate objectives and gaining their support.

Probably a graduate, you will combine a good understanding of the European PC market with a confident, professional style, excellent interpersonal skills,

and a disciplined, determined approach to achieving results. Fluency in at least one major European language is a key requirement.

The right person will receive an excellent salary and bonus package, company car, and attractive benefits plus the chance to develop in an exciting corporate environment.

Applicants, male or female, should write with full career details to the Managing Director,

Mercuri Urval Executive Service, Spencer House, 29 Grove Hill Road, Harrow, Middx. HA1 3BN. Fax: 081-861 1978. Quoting ref. SS/03/92

Mercuri Urval

Executive Service
(Licence No. 5215308)

Finance and Administration Manager

A senior role in a major offshore development

Reading

British Gas is committed to expanding its exploration and production interests worldwide. Presently, it has over 150 licence interests in North West Europe with production from over 27 oil and gas fields. International operations range over Eastern Europe, Africa, the Far East and America and a substantial financial commitment to continued growth has been made.

Of particular significance is a major joint venture project in the UKCS. This new position has been created as a result and will have a high profile within the organisation.

Supervising a small team and calling upon other resources as required, you will be responsible for all financial and administrative matters relating to the project and will represent the company in dealings with joint venture partners and other bodies. You will initially be involved in defining the precise requirements of the role and will go on to ensure smooth progress of the project through to first gas in 1996 and beyond.

The challenge and the breadth of the position ought therefore to be particularly attractive and rewarding.

Fully qualified with at least 10 years' post qualification experience, you have a comprehensive background in operated joint venture accounting gained at a senior level with a UKCS oil and gas company. You have extensive experience of interacting with joint venture partners and are especially effective at meetings.

Based at prestigious new offices at Thames Valley Park near Reading you will enjoy a highly competitive salary, which includes company profit sharing and sharesave schemes, company car and a range of other attractive benefits.

In complete confidence, please ring or write with CV to: John Dlack, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

"Maximising potential through equal opportunities"

British Gas

Eighteen months ago ECsoft was just an idea. Today it's on course to become one of the top three pan-European software and services companies by 1995. With operations in the UK, France, Spain, Norway, Sweden, Denmark and Italy, the company employs 550 people and has revenues of over £50m per annum.

In the UK, ECsoft Holdings plc employs 150 people, focused on the needs of large IBM and UNIX customers. The organisation comprises ECsoft Limited, a products company

selling software development tools, and Synapse Computer Services plc, the UK's leading supplier of systems engineering services. Over the past six months Synapse has successfully restructured its business to reflect the changing needs of its customers. It is against this background that opportunities now exist in a number of exciting positions for people who have energy and drive to help ECsoft achieve its goals. In return the company will give you the opportunity to realise your personal ambitions in a challenging and fast moving environment.

Superb Opportunities for Computer Software Professionals

Sales Opportunities

"My name is Keith Breadmore. Six months ago I met a group of people with a vision of a sales-led software company in the IBM mainframe world. Picking 'best of breed' software products from the USA, we re-engineered them for the European market, with one price list, one licence agreement and European level 3 support. Today I run that operation in the UK. We have had our first successes and now I need further sales professionals from the computer industry to join my team."

You need to demonstrate an above average sales ability in the IBM mainframe software market and want more out of life than just OTE, for example a chance to grow your ideas or progress into sales management.

In return I'll provide you with a sales culture you've only dreamed of, where after customers, you are the most important attribute to the company.

Don't send me your CV. Send me a one page reply setting out the reasons why we should meet.

Keith Breadmore, Managing Director, ECsoft Limited, Chancery Court, Lincoln Road, High Wycombe, Bucks, HP12 3RE

Consultancy Services Manager OTE £70K

Synapse Applications Engineering Services has a successful track record of large conversion and 'rightsizing' projects for IBM customers. The introduction of our parent company's products, means we need a manager to deliver consultancy services in support of AD life cycle and conversion activities.

You will need to demonstrate an extensive track record in applications development including a sound understanding of software tools and methodologies. You should be used to working with senior management, have excellent interpersonal skills and a high level of commitment.

The position offers the opportunity to grow and develop a consulting services business within our organisation, underpinned by a combination of an established systems engineering operation and a growing software products company.

Regional Operations Manager OTE £70K

One area identified for special attention has been the changing needs of our customers running IBM's VM and VSE operating systems.

As a result, our Systems Engineering Services now cover VM/VSE, OS400, UNIX, PC LAN and Network Management. We are also setting up a new Subscription Service which in addition to our established Help Desk, will provide a wider range of value added services.

We need a manager to lead and direct the team of 17 people we have in place, but what is more important, train and recruit staff where necessary, to help our customers move to distributed processing and open systems.

You will have to show an extensive track record in managing people-based operations with profit responsibility. A thorough knowledge of the IBM mainframe environment is important, but more so is your ability to rationalise and support the technological options open to IBM mainframe system users.

For both the above positions, please send your CV to Jackie Staffieri at:

ECsoft Holdings plc, Synapse Computer Services, 269 High Street, Berkhamsted, Herts HP4 1EG
Telephone: 0442 872111

ECsoft

General Manager (Development)

Package c. £65k

A significant role in a successful financial services organisation

Norwich and Peterborough is East Anglia's premier Building Society with assets in excess of £1.25 billion. We are ambitious and innovative, having developed a comprehensive range of products and services which are delivered through the Society's 63 branches and mortgage shops. Group Company operations include stockbroking, independent financial planning, estate agency and travel services.

As one of the three General Managers, you will be a senior member of the Management Team with an opportunity to take a key role in developing and implementing the Society's strategic and operational plans. You will have specific responsibility for the following important areas:

- Attaining sales success through the branch and mortgage shop network. The Society is achieving very impressive sales results following investment in training, open plan branch design and new technology. It is important that you are able to build on this success.
- Ensuring that an innovative, efficient and cost-effective Marketing Department meets our needs.
- Maintaining the excellent relationships which the Group enjoys with the media.
- Devising and implementing measures to ensure the effective recruitment, training, retention and development of staff.
- Ensuring that the synergies between the Society and each of the Group Companies are fully exploited.

Applicants, who will have substantial relevant experience gained in a financial services environment, must be able to demonstrate effective communication, decision-making and team leadership skills. It is likely that the successful applicant will be educated to degree standard with a relevant professional qualification.

The post is based in the "rural city" of Peterborough where facilities and the quality of life are excellent. The package comprises a concessionary staff mortgage, executive car, BUPA membership, attractive pension and life assurance benefits. Relocation costs will be met, including the purchase of your existing property, if necessary.

If you have the experience and ability to succeed in this key role, please send your CV, together with current salary details, to:

Ian Ward, Chief General Manager,
Norwich and Peterborough Building Society,
Chief Office, Peterborough Business Park,
Lynch Wood, Peterborough, PE2 6WZ.
Telephone: Peterborough (0733) 371371
Norwich and Peterborough Building Society

NOT IN EAST ANGLIA!

Norwich and Peterborough

SERIOUS FRAUD OFFICE

ASSISTANT DIRECTOR ACCOUNTANT GRADE 5

£37,928 - £42,870
INCLUDES LONDON WEIGHTING

The Serious Fraud Office is a government department established under the Criminal Justice Act 1987 to investigate the most serious and complex cases of fraud.

We are looking for a high level accountant/investigator to conduct investigations and enquiries into cases of reported and suspected serious fraud. The Office wishes to make this permanent appointment to replace a partner from an accountancy firm presently with the SFO on loan.

You will be responsible for:

- the examination of business and other records, and the interviewing of potential witnesses or defendants
- preparation of reports and presentation of recommendations for action to the Office and other authorities as appropriate
- attendance at conferences with lawyers and police officers
- examining police and other reports and giving evidence at Court in criminal proceedings
- supervision of staff assisting with the investigation and enquiry process, including teams of outside accountants.

The essence of the SFO's approach is teamwork. You will be required to work as part of a team which will include police officers, lawyers and accountants. You will be responsible to the Deputy Director and be one of five Assistant Director Accountants.

You should have a formal accountancy qualification and relevant investigative experience. High level experience of the accountancy aspects of an investigation into fraud is essential. Starting salary will be determined by experience and qualifications. Additional increments may be awarded outside of the above salary range subject to performance.

For further details and an application form (to be returned by 1st May 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: 8/93/1574.

The Serious Fraud Office is an Equal Opportunities employer. It encourages applications from women as well as men.



Business Development Manager

Croydon

Excellent Package + Car

Reporting to the Business Development Director, you will have the prime responsibility for generating, evaluating and implementing new business propositions for Superdrug. The scope of the position is wide ranging, from assessing business opportunities, commissioning market research, undertaking financial evaluations through to defining the proposition and the successful implementation. Ideally a graduate, you must be an

original and innovative thinker with a strong intellect. The required commercial and interpersonal skills will already have been tested in a progressive retail environment. You should also be able to demonstrate proven achievements where you have transformed ideas into profitable ventures.

Superdrug are part of the highly successful Kingfisher Plc, incorporating B&Q, Woolworth and Comet, with a turnover in excess of £3 billion.

Please send full personal and career details, including current remuneration level in confidence to: Jayne Hart, Selection and Development Manager, Superdrug Stores Plc, 40 Beddington Lane, Croydon, Surrey CR0 4TB.

Superdrug

RESIDENTIAL LAND DIRECTOR NORTH WEST

Maunder's Homes (North West) Limited, a wholly owned subsidiary of John Maunder's Group plc, wishes to appoint a Director to control acquisition of residential building land in the North West of England.

The successful applicant will have to demonstrate a successful record at Director level, and he will have the full responsibility for land purchase. In addition, full knowledge of planning procedures in connection with land acquisition is essential.

The excellent remuneration package will include a high basic salary, profit share, executive company car, BUPA, life assurance and pension scheme and full relocation expenses if applicable. Please write giving full details in absolute confidence to:-

P.D. Kendall Esq., LLB, Group Director, John Maunder's Group plc, Development House, Crofts Bank Road, Urmston, Manchester M31 1UH. Closing date for applications 24th April 1992

Maunder's
homes for good living

SYNON

SOFTWARE SALES EXECUTIVE

Northern UK

£65K package & benefits & car

As IBM's exclusive international alliance partner for ADICycle and the AS400 Worldwide, SYNON has achieved an excellent reputation in the world of CASE software. Dominant in their market, they have dramatically outsold their competitors through focused professional sales activity.

Their rapid growth throughout Europe, with new subsidiaries in France, Italy and Germany is closely aligned to strong relationships built with IBM as well as consistent re-investment into new and updated software products. Exciting new announcements include client server generator and change management software, as well as an increased commitment for professional services.

Targeting existing and new accounts in the North and Scotland, you will bring an excellent track record of achievement spanning 5-10 years in the mid-range/mainframe software or solutions environment. Aware of development issues, your CASE, 4GL, DATABASE or software tools sales experience are all highly relevant.

We seek a confident and capable individual who is highly motivated and results orientated.

For more information contact: Caroline Hayward, Hayward Associates, Vigilant House, 120 Wilton Road, London SW1V 1JZ. Telephone: 071-978 6455. Fax: 071-476 6334.

HAYWARD ASSOCIATES

Managing Retail Marketing

Managing Subscription C

Change Management Project Role

N-B SELECTION LTD

ASDA

Managing Director Retail Marketing

c.£50,000 + Benefits

Midlands

VG Distributors Ltd is Britain's oldest "symbol" group of food retailers. Over 700 independent retailers trade under the VG banner in a voluntary franchise arrangement, supplied by wholesaling companies who are the shareholders of the group. A senior marketer is now needed to manage the central office of the group.

THE POSITION

- ◆ Develop strategy for continued growth of retail franchise operation.
- ◆ Drive the marketing of the group through public relations, promotions and advertising.
- ◆ Maintain a leading edge in convenience store development and information technology.

QUALIFICATIONS

- ◆ A mature businessman or woman, able to motivate and drive business forward, without a large staff, through persuasion and natural authority.
- ◆ Extensive knowledge of retail marketing from a major retail group or wholesale FMCG distribution business. Appreciation of the power and value of brands.
- ◆ First class communication skills and flexible personality, able to work effectively from board to store level.

Please write, enclosing full cv, Reference BL1417
NBS, Bennetts Court, 6 Bennetts Hill, Birmingham, B2 5ST

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Travel Services Director

Very substantial remuneration package

Kent

An exceptional opportunity for an outstanding sales and marketing or operations professional to lead the future business expansion of Sealink Stena Line, following a multi-million pound investment programme and a successful restructuring exercise.

THE COMPANY

- ◆ Leading international travel, transport and leisure services company, serving individual passengers, corporate customers, the travel industry, international hauliers and freight forwarders.
- ◆ Committed to increasing its market share, implementing travel service improvements and refining its service quality.
- ◆ Turnover exceeds £300 million. Subsidiary of the world's leading ferry operator.

THE POSITION

- ◆ Responsible for the leadership, professional performance and development of the company's sales, marketing and on-board trading activities.

- ◆ Provide effective leadership to Sales & Marketing Director, Hotel & Retail Director, four Route Directors and Purchasing and Distribution.
- ◆ Clear cut opportunity to make substantial impact on the development of the business.

QUALIFICATIONS

- ◆ An outstanding sales and marketing or operations professional with a first class track record in a top ranking service business.
- ◆ Aged 38-45, graduate calibre, with excellent leadership and communication skills.
- ◆ Winning personality, commercial flair and high energy level.

Please write, enclosing full cv, Ref LL1531
54 Jermyn Street, London, SW1Y 6LX

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Managing Director Subscription Collection

£40,000 + Bonus + Benefits

Bristol

First General Management opportunity for young marketing professional with proven man-management, administrative and structured business skills to develop impressively backed company currently servicing the satellite TV industry.

THE COMPANY

- ◆ Backed by blue-chip investment consortium, each representing a particular aspect of the satellite TV industry.
- ◆ Unique, independent positioning. Poised for further growth and expansion into new sectors.
- ◆ Providing subscription management services across business sectors.

THE POSITION

- ◆ Reporting to Board of Investors, autonomous role with profit responsibility, implementing the strategic plan and achieving revenue targets.
- ◆ Exploit existing and new marketing/sales opportunities and provide totally professional service.

- ◆ Key tasks will be to lead and direct the business, provide marketing and commercial focus and build on established base to increase market share and penetration.

QUALIFICATIONS

- ◆ Profit orientated graduate with first class marketing background, ideally with experience of subscription management. Age mid 30s.
- ◆ Strong man-management and administrative talents essential. An energetic and creative self-starter with drive and vision.

Please write, enclosing full cv, Ref AL1595
57 Queen Square, Bristol, BS1 4QS

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Change Manager Power Generation

£50,000 + Bonus

2 yr. Contract - Flexible UK Location

Critically important opportunity for a systems management professional to drive fundamental change in a major corporation. Success will lead to roll-out across the UK.

THE COMPANY

- ◆ Multi-site operations; long established with market leading products; c. £20m turnover.
- ◆ New corporate structure and direction. Well funded and profitable.
- ◆ Constructing state-of-the-art gas fired power stations supported by revolutionary organisational design concepts and sophisticated IT systems.

THE POSITION

- ◆ Lead the design, implementation and acceptance of all financial, MIS and business systems, policies and procedures. Reports to Board Executive.
- ◆ Manage internal and external resources to achieve rigorous project timescales. Control sizeable budgets.

- ◆ Train and support users. Duplicate in further stations.

QUALIFICATIONS

- ◆ Highly motivated change agent. Strong organisational and systems' development background in power engineering or processing industry.
- ◆ Computer literate project manager with pragmatic, results oriented approach.
- ◆ Aged 30-45, graduate. Broad business focus; politically adept and committed.

Please write, enclosing full cv, Ref SL1520
7 Shaftesbury Court, Chalvey Park, Slough, SL2 5AF

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Change Management Project Role

c. £35,000 Package

Edinburgh

A renowned market leader and major UK company is embarking upon a co-ordinated programme of cultural change. This is a key role in the project team which will lead the design and implementation of the change process. You will currently be recognised as fast track within a blue chip PLC, regarded as an implementer and influencer. Career enhancement opportunities are superb and you will be given every opportunity to achieve full potential. The benefits package and working environment are first class.

THE POSITION

- ◆ To work with the senior team to plan and drive strategic & cultural change.
- ◆ To ensure effectiveness and co-ordination of change programme through facilitation, coaching and consulting.
- ◆ The strategic input to design of management processes to ensure quality objectives.

QUALIFICATIONS

- ◆ Hands-on experience of managing the change process, ideally in a manufacturing or service environment.
- ◆ An entrepreneurial approach and highly motivated team player.
- ◆ A multi discipline background including exposure to quality management initiatives.
- ◆ An analytical approach combined with the ability to drive projects.
- ◆ A graduate with post graduate business degree, minimum 10 years experience.

Please write, enclosing full cv, Ref GL1533ST
78 St Vincent Street, Glasgow, G2 5UR

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H.R. Professional International Oil Company

c. £30-40,000 Negotiable + Car & Benefits

Central London

Excellent career opportunity for a compensation and benefits specialist or personnel generalist with good exposure to compensation and benefits issues. Oil industry background preferred but not essential.

THE COMPANY

- ◆ Leading independent exploration and production company.
- ◆ Significant involvement in offshore development projects, several as operator in the North Sea.
- ◆ Expanding. Substantial growth planned in UK. Overseas ventures.

THE POSITION

- ◆ Member of new, highly professional small team upgrading personnel practices. Reports to Compensation and Benefits Manager.
- ◆ Brief to develop and implement full range of sophisticated, market related compensation and benefits policies in a greenfield environment. Work closely with line to build credible and effective relationships.

- ◆ Opportunity in time to take on broader generalist personnel responsibilities and help initiate change.

QUALIFICATIONS

- ◆ Bright graduate with blue-chip training. Computer literate. Ideally IPM qualified. Mid 20s to early 30s, but older candidates considered.
- ◆ 2-5 years broad exposure to compensation and benefits programmes. Generalist personnel management background advantageous.
- ◆ Confident, project oriented, self-starter with initiative and energy, now looking for career progression.

Please write, enclosing full cv, Ref L1410ST
54 Jermyn Street, London, SW1Y 6LX

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The true test of the vitality of any company is how it copes when times aren't so good. Here at ASDA, we're climbing back to the top through an aggressive review of trading policy and by re-establishing our traditional values of customer service and products of the highest quality.

To drive forward this exciting process of change, we're looking for the best retailing talent to lead our stores into a new retailing revolution. It won't be a job for faint hearts - you'll have to be an inspirational leader who can motivate your staff to meet sales targets, increase our levels of professionalism and enhance our store operations across the board.

Probably in your late twenties or thirties, you'll have comprehensive experience with a superstore retailer or in an FMCG environment as a Store Manager. Or you may be seeking to take charge of a store of your own in the near future. Most importantly, you'll need vision, determination, an excellent grasp of what makes a business successful and the ability to command the respect and loyalty of your staff.

As you would expect, success in the position opens up the widest range of career options, and the attractive benefits package includes contributory pension scheme, private health care and performance related pay.

So if you have the talent, ambition and commitment to succeed, we'd like to hear from you. Please write with full personal and career details to: Ken Gale, Group Employee Relations Director, ASDA Stores Limited, ASDA House, Southbank, Great Wilson Street, Leeds LS11 3AD.

EQUAL OPPORTUNITIES IN ACTION

ASDA
THE START OF SOMETHING NEW

**GENERAL
STORE
MANAGERS
Designate**

...with the vision to
make change happen.

Nationwide
£ Excellent
+ Car

SECURITY MANAGEMENT

STRATEGIC IT ROLE - GREENFIELD OPPORTUNITY

North-West England
£38,000 + bonus + car

Our client is the major operating subsidiary of a large plc, in the midst of significant transformation, diversification and worldwide expansion. Committed to being a leader in its field, the key to competitive advantage lies in IT. A £40million investment is planned to take the company to the leading edge of technology.

This new senior position offers the opportunity to join the organisation in a strategic, high-profile role. Your objectives are clear: to provide advice to senior management on information security requirements; to establish security policy and standards in a complex distributed environment; and to educate staff at all levels in this critical discipline.

Liaising with the highest management levels in both business and technical environments will enable you to demonstrate your business-oriented, common-sense approach to defining security guidelines; and

your communication and facilitation skills will ensure their implementation and ongoing maintenance. Ideally a graduate with a background in consultancy or security projects, you will possess an innovative and proactive approach, with the ability to think in both strategic and tactical terms. While a broad understanding of both IT and security issues is essential, technical skills are of secondary importance. Ambition, dynamism and the personal qualities to motivate others are key in coping with the demands of this position.

Your efforts will be recognised by an impressive salary package, including performance bonus, company car, pension, medical insurance and, if appropriate, relocation expenses. In the longer term, the company offers excellent career prospects throughout the group.

To apply, please send full career details, indicating current salary, to Zillah Jamieson, Ref: 5514/ZJ/ST, PA Consulting Group, Fountain Court, 68 Fountain Street, Manchester M2 2FE.

**PA Consulting
Group**

Creating Business Advantage

Extensive Recruitment • Human Resource Consultancy • Advertising and Communications

SHAPING THE PEOPLE WHO FORM OUR FUTURE

Mercury Communications is one of Britain's fastest growing and most dynamic organisations. Our record of success in the telecommunications industry is unparalleled. Equally impressive as our economic achievement is our commitment to creating a culture of Total Quality both in core business activities and internal organisational structure.

A recent, extensive review of our training & management development activities has created opportunities for HR professionals to be instrumental in shaping the development of new and existing programmes.

Management Development Specialist £35k + car London Ref: MDS

This is a unique opportunity to work in a team of committed management development professionals and drive a complete range of activities ranging from training programme design and delivery to the running of senior management development centres. Since your prime focus of work will be running a range of manager courses, extensive experience in training at a management level is essential. This should have been gained in a blue-chip organisation, business school or consultancy, where you will also have implemented one or more development initiatives such as competences, performance management systems, succession planning and self-managed learning schemes. * For this appointment we will also consider part-time contracts of employment with a negotiated benefits package.

Employee Development Manager to £32k + car Birmingham Ref: EDM

Senior Employee Development Advisers to £30k London & Bracknell Ref: EDA

We have recently begun specific tailoring of development activities to meet local business needs and now seek regionally based specialists to

support this. As a member of our headquarters team you will work alongside the local personnel function, where you will analyse training needs, design and deliver programmes, provide advice on development issues and contribute to centrally-run business training courses. This will require extensive liaison at all levels within the region as well as with external consultants.

In all cases, we require professionals with immediate credibility, excellent communication skills and a committed team approach. A graduate, probably with IPM or ITD qualifications, you will have at least 8 years' relevant experience. The challenge is complex and demanding, requiring an assertive yet approachable personality and the ability to handle a number of projects simultaneously. In turn, we offer you the opportunity to broaden your experience and develop your career. Attractive salaries are further enhanced by comp-rehensive benefits including five weeks' holiday, BUPA and pension.

If you have the skills to shape the people who will form our future, please send your c.v. with a covering letter including details of current salary and explaining how your experience matches the position for which you have applied. Quote the appropriate reference on both the letter and envelope and address your application to Caroline Ford, Mercury Communications Limited, New Mercury House, 26 Red Lion Square, London WC1R 4HQ.



POWERED BY PEOPLE

SALES MANAGER

The opportunity has arisen to join an expanding directory publishing company in the key role heading the sales function.

Part of the Argus Press Group, the Company has been active in developing its client base over the last two years and publishes directories for a diverse range of clients - Chambers of Commerce, Local Authorities, Institutes etc - as well as a range of titles on its own behalf.

The position carries the responsibility for the achievement of the Company's sales objectives and heads an active tele-sales department from which emanates the vast majority of its revenues.

Applicants must be able to demonstrate a successful sojourn in a similar capacity with a like publishing company.

The post carries a good earnings package in addition to the usual range of benefits.

Write, enclosing a full CV, to

General Manager
Guardian Communications Ltd
Albany House
Hurst Street
Birmingham
B5 4BD

Divisional Director

With management skills, marketing flair and a commitment to Third World issues

£36,000 + car Oxford

The challenges facing charities in a world beset by problems are truly immense, the need for funds and commitment limitless - yet last year OXFAM raised a record £69 million. That's a tribute to the skill and dedication of our staff.

To meet the needs of this fast moving and ever changing world, we are restructuring and streamlining our operation and this role has been created as a result.

You will have total responsibility for forming a new Division responsible for fund raising, public affairs and communications. You will lead around 300 employees and 3000 volunteers involved in increasing support and changing attitudes through direct mail, advertising, press and public relations, local campaigning, schools education and much more besides.

One of four Directors, you will also be a key member

of the Corporate Management team.

The role will appeal to a man or woman with extensive experience of leading and motivating a large multi-disciplinary team, knowledge of marketing practice, and an understanding of Third World issues. The challenge is to harness different abilities and enthusiasms in vigorously implementing OXFAM strategy, using your highly developed communication skills. This will require vision, passion and the initiative and personal drive to make things happen.

Please send a full CV and salary details to: Barrie Witt, Director, Townsend Knight Consulting Limited, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP. If you require more information, please telephone 021 456 1385 during office hours. Please quote Ref: LS947. Closing date: 27th April, 1992.



Oxfam is striving to be an equal opportunity employer.

Townsend Knight

Selection • Search • Assessment • Development

Personnel Manager

Mature Professional ... or international career potential?

SOUTHERN HOME COUNTIES : £30K + car + benefits

Part of a major, expanding, international manufacturing group - an innovative world leader in industrial packaging - this thriving company has a profitable UK turnover of \$90 million. Concern for quality and service is strongly evident throughout their 15 UK manufacturing centres.

Based at head office and reporting to the Board, you will develop strategic HR policies within this decentralised group and, with your small central team, advise line management on their implementation and provide proactive, expert support on all employment matters.

Educated to degree level and MIPM, you will be either in your 50s with considerable

professional stature or alternatively mid 30s and capable of developing an international career with the group.

Your experience, gained in a progressive manufacturing environment, will include front line, multi-union exposure. Your professional skills and knowledge will be broad based with an emphasis on legislation and employee relations.

This is a demanding role which calls for an outstanding manager with a proven track record of success.

Please write with full career and salary details - in confidence - to Ron Goldie, reference 35004, MSL Group Ltd, Sovereign House, 12-18 Queen Street, Manchester M2 5HS.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

TURNKEY CIVIL COMMUNICATIONS SENIOR OPPORTUNITIES IN COMMERCIAL PROGRAMME AND PROJECT MANAGEMENT

South East

With a record order book of £100m, with a significant proportion in export markets, this division of a major high technology group, has achieved outstanding success world-wide. With high-value turnkey project orders spanning broadcast, mobile, microwave and antenna systems, effective commercially orientated project management is vital to the financial success of this newly grouped organisation.

Programme Manager £35K+car

Reporting directly to the Divisional Director, your brief will be to ensure that all projects are delivered on time, and within budget costs. This is not a development role, but a management one, encompassing all aspects of project implementation in the division. Projects range in value from £1-30m with a combined project administration staff of 50.

Essentially candidates must be able to demonstrate success in commercially orientated project management of £ multi-million contracts in the electronics sector. Excellent presentation skills, both written and oral, are essential, especially for the more senior position, where formalised reporting of turnover, costs, progress milestones and contract reviews are made on a systematic basis, at the highest levels in the company. As an integrated business, designing, developing, manufacturing and installing, key to your success will be your proven ability to influence effectively, all areas of a large and complex organisation, as well as providing a credible interface with a demanding multi-cultural customer base. It is unlikely that candidates from a purely defence background or from outside of the electronics industry will have the expertise we seek. These are high profile roles in a progressive and expanding organisation. A full range of large company benefits, including relocation assistance, are available to successful candidates.

In the first instance, please write enclosing full career details to: Bill Peach, Randall Massey Consultants, 7 Dorcan Business Village, Murdock Road, Dorcan, Swindon, Wiltshire SN3 5HY. Telephone: (0793) 432862. Fax: (0793) 531215.

RANDALL



Helping our customers to serve their customers

Aspect Telecommunications is recognised as a leader in the international supply of call transaction processing systems, with corporate headquarters in San Jose, California and European headquarters located in the U.K. The company develops, manufactures, markets, installs and supports their application-specific systems primarily through their own highly motivated and professional employees.

Aspect believes in taking a proactive role in the development of client satisfaction through an unwavering commitment to customer support. Growth resulting from this philosophy, combined with Aspect's substantial penetration of major corporations in the commercial, financial and services sectors, has positioned them to expand their Technical and Marketing Divisions with the recruitment of the following personnel:

Product Marketing Manager

- National Installation Manager
- Business Applications Consultant
- Customer Operation Engineers
- Customer Support Manager
- Technical Specialist - UNIX
- Informix Custom Report Trainer

Committed and talented people with common goals and a sense of urgency are creating this unique and very special company. If you are confident in your ability to advance your career within this demanding environment, and possess the necessary telephony or computing experience, then send your career history for immediate consideration to the retained consultants:

RWI Communications, Arlington House, St Albans Road, South Mimms, Herts EN6 3PH
Telephone: 0707 49111 Fax: 0707 49266

Director Fresh Food Processing

"develop the full potential of a modern production facility"

£47,500 + car

Reporting to the Chairman, you will bring this purpose built plant to a level of efficiency commensurate with supplying major multiples cost effectively.

A very extensive range of added value products - both branded and own label - is processed by a 300 strong labour force, achieving annual sales of £12m.

Additionally, you will be expected to contribute significantly on policy and strategic planning at Board level in this £35m company, which is totally involved in fresh food and which has - within its industry - an enviable growth rate and sound profit record.

You will offer experience of profit responsibility and production in the

supply of added value fresh food products to major multiples, including labour intensive operations, complicated production runs and high production volumes. Additionally you will have personally liaised with major multiples.

The preferred age for this appointment, which has an East Midlands location, is 35-45, although exceptional experience could broaden these parameters.

Interested? Then please forward a comprehensive Curriculum Vitae, quoting reference 2031, to Dennis Fielding, Management Appointments Limited, Finland House, 56 Haymarket, London SW1Y 4RN. Tel: 071-930 6314. Fax: 071-930 9539.

MAL

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LONDON • PARIS • MILAN • NEW YORK

PC SPECIALIST

DELIVER THE FULL PERFORMANCE OF 1200 PCs

London

Package £35,000 + car + benefits

This leading international information organisation with an unparalleled reputation for reliability and continuous technological innovation, is constantly developing its communications network to stay ahead of the demands of the world's financial and business communities.

It is currently implementing a new client-server system using an IBM mainframe, UNIX and PCs, and needs a business-oriented PC specialist to manage the technology aspects of delivering services through 16 LANs supporting 1200 PCs - specifically

focusing on infrastructure, strategy/policy and architecture. Considerable end-user contact will be involved, and the production and control of standards governing the implementation and systems management of LANs and PCs is a key task.

To be successful in this challenging and high-visibility role, superb interpersonal skills must be matched by excellent technical abilities covering Novell LAN technology, NETBIOS, MS DOS operating systems, Windows and GUIs. Your overall IS experience will have included a PC LAN implementation and experience of PC systems integration with IBM/UNIX/VAX systems is highly desirable.

To apply, please send a brief cv to Lynne Stafford, Ref: 5655/LS/ST. PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting Group

Creating Business Advantage

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DIRECTOR

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INTEREX

c. £50,000
+ fully expensed car
+ excellent benefits

Project Manager

M4 Corridor

A leading strategic role in a key £multi-million development project

Our client operates a fast-moving and complex global business right at the forefront of the Information Technology industry. Their substantial investment in ambitious growth is reflected in their current wish to appoint a Project Manager of the highest calibre to take responsibility for a strategic, £multi-million development project.

You will be given the authority and flexibility to manage every aspect of this critical and complex project, from inception through specification and risk management to delivery and deployment. You will be required to develop and implement successful project plans to meet our client's marketing strategy. This will involve matrix management of a team of 40+ people, complex negotiations with external bodies including third party software developers and internal liaison at a senior level.

Our client's profile is therefore very demanding. We seek a proven track record of at least 5 years' experience of managing large, complex IT projects, demonstrating your ability to manage resources and people to time and budget. Strong, effective interpersonal and negotiation skills are paramount. The state-of-the-art technology, excellent rewards and genuinely outstanding career potential will make this an unusually attractive opportunity for a candidate of the right calibre. In the first instance, please write with your CV or fax it, in complete confidence, to: Pat Staunton, Resources International plc, 31 Bedford Square, London WC1B 3SG. Fax: 071-323 3094. Alternatively, telephone her on 071-323 5544 until 10pm each evening, or 071-323 9045 late evenings and weekends.

TCS
ADVERTISING

Confidential Reply Service

Our client, a division of one of the UK's most successful companies, designs, develops and manufactures an extensive range of command and control systems for military and, increasingly, commercial applications in the UK and abroad.

SALES MANAGER
Command and Control c. £40k + car

Leading a small, dedicated sales team, you will take full budget responsibility for sales to the MoD and foreign military buyers. You should relish the challenge of hands-on sales of complex military systems and be able to demonstrate at least a five-year track record of personal achievement in this area.

SALES MANAGEMENT COMPLEX SYSTEMS

Thames Valley

Of graduate calibre, your knowledge of army tactical command and control systems may have been gained in a Services career or from a technical background with a manufacturer. While requiring considerable sales ability, this role encompasses all aspects of business development, from market intelligence to post-sales support.

SALES EXECUTIVE
Communications Systems c. £35k + car

An experienced sales executive, you are currently selling large-scale IT, Broadcast or Communications Systems and will have the technical ability to translate user applications into systems specifications. You will also have experience of managing high-value complex sales. This opportunity will involve you in all aspects of business development, from research and prospecting through to ensuring customer satisfaction. To qualify, you need a strong technical appreciation of real-time systems and the commercial acumen to identify and develop new business.

Both roles call for motivated individuals who are as much at home pioneering in new markets overseas as in influencing colleagues in the U.K. If your background and aspirations fit either of these challenging roles and you would like to know more, send your detailed C.V. to Paul Child at Kramer Westfield, Recruitment Consultants, Pilgrim's Well, 437 London Road, Camberley, Surrey GU15 3HZ. Fax: (0276) 686899.

Kramer Westfield

SEARCH AND SELECTION

IMS

PROACTIVE PURCHASING PROFESSIONAL

Central London c.£28,000 + car + benefits

Intercontinental Medical Statistics is the world leader in the provision of marketing, sales, research and development information to the health care industry. We provide our services in both printed and on-line formats to put clients around the world in touch with pharmaceutical and medical information.

Our UK operation, encompassing a range of businesses, is based in London - Euston Road and Pinner. We are seeking a dynamic, purchasing professional with a strong combination of interpersonal skills and initiative to take on the new role of Purchasing Manager at our Euston Road site.

We want you to develop the purchasing function into a proactive service, offering advice and expertise to all departments. The job will be stimulating and diverse for the candidate who has flair and a determination to succeed. The continued development of your two-strong team will also be one of your objectives.

In order to gain the confidence and support of our department managers, you must have substantial purchasing experience and excellent interpersonal and management skills. You will need to command respect and convey authority, while at the same time demonstrating tact and diplomacy. A proven track record of successful negotiation and examples of innovative thinking are also vital. Some knowledge of information technology would be useful.

The salary of around £28,000 is supported by a company car and range of benefits including non-contributory pension scheme, free life assurance, health care and, initially, 25 days' annual leave.

If you feel you could take on the challenge, please send your full career and salary details to John Smith, Human Resources Manager, IMS AG (UK Branch), 364 Euston Road, London NW1 3BL.



IMS AG (UK Branch)

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DIRECTORS SEEKING A NEW ROLE?

InterExec is the largest consultancy, with 40 full-time professional staff, providing tailored career development and outplacement services to both employer sponsored and private clients.

InterExec is the only outplacement consultancy generating a significant database of unadvertised vacancies and able to promote individuals, without charge, for appropriate vacancies through our licensed subsidiary, InterMex.

Call Keith Mitchell to arrange an exploratory meeting without obligation.

Landseer House, 19 Charing Cross Road, London WC2H 0ES
Telephone: 071-930 5041 Fax: 071-930 5048

INTEREXEC PLC means much more

SECURITY CONTROLLER

London

Inspired by a highly competent management team, Woolworths continues to maintain its momentum of profitable growth and enhanced customer service. The retirement early next year of our Security Controller means we have an opportunity for a business professional to join our top team.

The remit encompasses a nationwide network of 800 stores, 2 distribution centres and our Head Office in Central London. With responsibility for a substantial annual budget, your brief will be to further develop an already effective operation by devising and implementing cost-efficient and practical corporate security policies.

Reporting to the board of directors, your contribution will be of strategic and financial significance. As well as heading

a specialist team, you will work closely with line management colleagues to develop optimum policies and practices, and to maintain within the business a high awareness of security risks and responsibilities. Although a background in security or retailing is highly desirable, more important are proactive interpersonal skills, and evidence of sound commercial acumen.

The benefits package will be arranged to reflect the seniority of this appointment. Please forward your career history to: Leo McKee, Personnel Director, Woolworths plc., 242-246 Marylebone Road, London NW1 6JL. Tel. 071-706 5586.

WOOLWORTHS

FRONT-OFFICE SYSTEMS DEVELOPMENT

International Market Making and Corporate Finance

LONDON

Smith New Court is the UK's leading independent securities house specialising in the research, origination, distribution and trading of equities and their derivative products. The Group is one of the largest international market makers and institutional brokers in the United Kingdom and has a rapidly expanding corporate finance business.

Two major projects are now planned to develop systems in support of front-office business users. The first will serve our INTERNATIONAL MARKET MAKING division. The second will support the company's CORPORATE FINANCE division. We are now looking for the professionals who will design, develop and deliver these systems within the next 12 to 18 months, and then go on to play central roles in our future growth.

PROJECT MANAGERS
Packages to £45k

The two Project Managers will both be graduate calibre professionals, with excellent track records in front-office systems development. Strong business skills and delivery orientation will enable them to forge strong relationships with demanding users.

The International Market Making system will be a package solution based on the evaluation of user and business needs. You must therefore have in-depth experience of implementing and tailoring major packages and working effectively with systems vendors at all stages of a large project. The system is to be installed initially in London, but as the business continues to expand internationally - your role could grow accordingly.

The MIS and client support systems to be developed for Corporate Finance will be greenfield developments, so this management role demands experience of planning, developing and implementing front-office networked PC systems.

The development platform is to be client-server based, using Microsoft Windows and relational database technology, closely linked with our VAX settlement systems.

ANALYSTS
Packages to £35k

Each Project Manager will be closely supported by Analysts highly skilled in business analysis, user liaison, implementation and training. Like the Managers, they will either be experienced in package implementation, or PC systems development. A knowledge of client-server architecture combined with a programming background and relevant business skills would be particularly advantageous for the Corporate Finance project.

ANALYST/PROGRAMMER
Package to £30k

As part of the Corporate Finance project, this Analyst/Programmer will work closely with users to understand their requirements, design and build prototypes and implement the final solution. You must be experienced in programming within a Microsoft Windows environment and have previously designed systems with complex user interfaces. Experience in SQL, Windows, Excel or 'C' and SQL is preferred, with knowledge of VAX/Cobol an added advantage.

For a preliminary discussion, please call our consultant Louise Smith on 071-253 7172 during office hours, or on 0800 219419 evenings and weekends. Alternatively, send your cv, quoting ref:491, to her at JM Management Services Limited, Chumley House, 12-14 Kerry Street, London EC1V 0AQ. Fax: 071-253 0420.

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SMITH NEW COURT

SALES DIRECTOR

■ Recent publicity has already described this new venture as the emerging force in electrical retailing. Forged from the amalgamation of major regional retail businesses, it opens this Spring as a c£180 million company led by a highly professional senior management team committed to profitable growth and to maintaining its strong reputation for customer service.

■ The Sales Director's role is both strategic and "hands on". You will be part of the commercial management group responsible for the development of the business plan and specifically responsible for ensuring its implementation "at the sharp end". You will lead, develop and motivate the sales team turning marketing initiatives and retail operations into profitable sales within the branches.

■ Probably a graduate, you must be able to demonstrate an impressive track record of success in retailing as a senior sales manager. Experience in the electrical sector would be an advantage. Team leadership and a strong orientation towards the achievement of positive results are essential qualities coupled with personal credibility at board level.

■ Please send your CV to: Stephen Newman, Theaker Munro and Newman, Premier House, 2 Gayton Road, Harrow, Middlesex, HA1 2XU. Tel: 081 863 9001 Fax: 081 863 0749. Quoting Ref: 2158.

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RECRUITMENT & PERSONNEL
CONSULTANTS

IT PROFESSIONALS SETTING THE STANDARDS

IN GLASGOW, EDINBURGH, MANCHESTER,
BIRMINGHAM, STEVENAGE AND LONDON

Setting and rigorously maintaining the highest IT consultancy standards, particularly when the demand for skills by clients continues to outstrip expectations, is the hallmark of PA Consulting Group, the leading international management and technology consultancy.

Our specialist consultancy and implementation services, which provide real benefits to public and private sector clients alike, include IT strategy and planning, software engineering and design, network planning and the implementation of state-of-the-art IT systems.

We never compromise on recruitment standards: we continue the search for the right people until we find them - experienced and capable specialists, at all levels of seniority, who have a proven track record in their field and will thrive in a demanding and stimulating environment. Our search at present covers the following:

Programmers, Analysts and Systems Designers

With two to eight years' experience, preferably using structured programming, analysis and design techniques (SSADM or YOURDON) and familiar with OSI concepts. Programmers should have experience of one or more of 'C', 4GLs, COBOL or SQL. Systems Designers should be familiar with relational databases (ORACLE, INGRES or SYBASE) and experience of a 'windows' environment and GUIs would be an asset.

IT Strategists

With considerable experience in IT strategy at Board level, information

systems planning, using IT to re-engineer the business, and formulating and planning the technical architecture.

Office Systems Consultants

With a track record in developing office or management information systems architectures based on open standards. Experience of business analysis and the role of Open Systems standards in a client-server environment is required. We are also looking for people with experience in case management, workflow automation, document management and image processing systems.

Telecommunications Consultants

Experienced telecommunications professionals with a track record in delivering substantial business benefits. We are looking for experts in OSI standards, regulations, LAN/WAN interworking, mobile and satellite communications, network management and network designers and implementers with proven experience of large multi-vendor LANs and WANs across a wide range of protocols.

IT Marketing Specialists

Experienced marketers with a track record in designing and implementing solutions to market-related issues in the IT sector. A good knowledge is required of the issues facing European service and equipment providers, as well as practical experience in product and market planning. Specific knowledge of telecommunications markets and their regulation would be particularly valuable.

IT Project and Technical Managers

With experience in successfully managing significant IT projects and with technical management skills in areas such as IT infrastructure, data centre operations and systems development.

Sales and Business Developers

Senior people with the skills and proven success in building lasting relationships with clients and selling consultancy assignments in any of the above skill areas.

We place considerable importance on sector experience, particularly in Financial Services, Local and Central Government, Utilities and Information Industries.

To apply, you should either have a degree or be professionally qualified with proven analytical and presentation skills, a high level of professional credibility, confidence, acute business awareness and the ability to relate to senior client management.

Salaries will reflect experience and qualifications and long-term career development is linked primarily to personal performance. Benefits will include a car and the opportunity for equity participation.

Please send your cv, in confidence, indicating the positions in which you are interested and how your experience meets our needs, to Dick White, Ref: ST/4/92, PA Consulting Group, 123 Buckingham Place Road, London SW1W 9SR.

PA is an equal opportunity employer.



PA Consulting Group
Creating Business Advantage

Use your business analysis and project development skills in the international arena

Already established as a dominant force in the UK energy industry, we are increasingly looking to the international arena for opportunities to develop our highly profitable business activities.

Our Global Gas Business Unit is responsible for our international interests in gas distribution, transmission and utilisation. Vacancies have arisen in the Operations Group which is responsible for the identification and development of business opportunities and their subsequent operations. Present activities include investment in Spain, Germany and Canada and we are actively pursuing a wide range of other opportunities.

Specifically there are vacancies for Project Development Managers and Business Analysts. In these high-profile, demanding roles you will have responsibility for identifying, evaluating, negotiating and completing acquisitions, joint ventures and start-ups, whilst structuring and managing operating subsidiaries.

Working on either Europe or the Middle East and North Africa regions, these positions are London based but will require extensive foreign travel with subsequent relocation abroad possible.

You will need a good first degree, ideally complemented by a business-oriented qualification and a number of years' relevant experience gained in the energy sector. A background in finance or economics with strong commercial skills is vital and you should have some knowledge of economic evaluation techniques. Leadership qualities, a confident personality and first-class analytical, communication and interpersonal skills are essential.

Salaries, depending on experience, will be in the range £29,000 to £40,000 for Project Development Managers and £21,000 to £35,000 for Business Analysts, and are supported by an excellent range of benefits including profit sharing and share save schemes, 30 days' holiday, pension, relocation assistance and a car for the more senior positions.

Please write, quoting reference G6/SLC/1234/ST, to Sara Copeland, Recruitment Administration, British Gas plc, Heron House, 326 High Holborn, London WC1V 7PT. Closing date for receipt of applications 21 April 1992.

"Maximising potential through
equal opportunities"

British Gas

Investment Software International Sales Executive

High base OTE £50,000+

Part of a \$ billion group this supplier of software for the accounting, management and analysis of trading and investment portfolios needs a sales executive to nurture new business strategies in Europe. A self-reliant sales professional you will be of graduate calibre, aged 28-35, fluent in two European languages with a good understanding of the securities markets.

CASE/AI

Product Marketing

£28,000 + car

This major IT company is looking to appoint a marketing professional within its UK software team to be responsible for liaising with product suppliers and managing a portfolio of CASE/AI products. You will carry substantial business management responsibilities and be the UK centre of excellence and strategy for this market area, hence a strong background in CASE/AI is required.

For a confidential discussion regarding these or other options contact Maggie Lawrence or Caroline Bissinger, alternatively send your cv.

SALES & MARKETING appointments

74
Langley
Street
London
WC2H 9JA

Telephone
071-379 0333
Facsimile
071-379 0113

SALES AND MARKETING DIRECTOR

BASED SURREY INCOME POTENTIAL £50,000+

Our clients market a very advanced range of high quality security shutters which provide protection for all types of commercial and domestic premises. This is a fast growing market, fuelled by the rapidly increasing levels of crime. At present, sales are made to the end-user by a direct sales team. The Company also carries out the interior refurbishment of commercial premises.

They now seek a Sales and Marketing Director to develop the business. He or she will have a proven track record in a position with a similar level of responsibility and will have successfully implemented marketing and sales strategies which have led to substantial success.

Income potential, in the first year, will be around £50,000 with an option to acquire a shareholding in the Company which he or she will be instrumental in developing.

Please apply in writing enclosing your CV and quoting reference P1907.

Douglas & Pilkington Ltd
Sales and Marketing Consultants

19 Church Street, Sunbury-On-Thames, Middlesex TW16 6RJ

Volvo Concessionaires Ltd, as the importer of Volvo cars into the UK, has an excellent record of growth and profitability built over more than 30 years. Now an integral part of Volvo Car Corporation of Sweden, we are looking to build still further on our success, and most importantly to continue our investment in people. These two new positions are examples of this commitment.

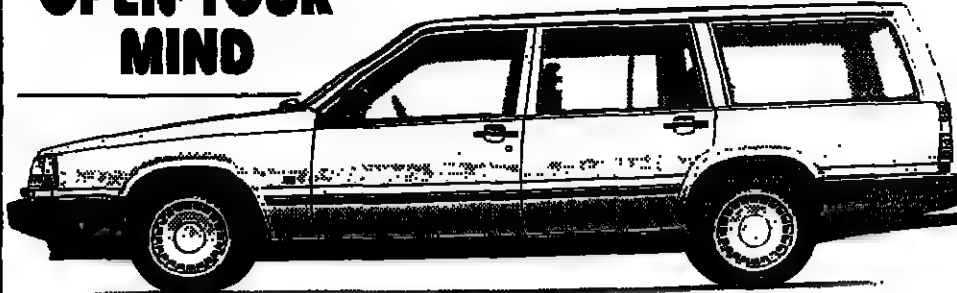
LEASING AND PUBLIC SECTOR MANAGER

up to £30,000 + car

An affinity with Volvo's quality brand image is key, as are the interpersonal skills and consultative style which build long term business relationships. Applicants must also have in depth understanding of the leasing/contract hire business, although not necessarily in the car industry.

Your remit will be to maximise our corporate business volumes through senior level contact with leasing companies and public sector organisations. Of graduate calibre, you must possess the credibility and experience to be viewed by chief executives as their prime point of contact within Volvo. The appointed candidate may choose to be either office or field based.

OPEN YOUR MIND



PUBLIC RELATIONS MANAGER

up to £30,000 + car

Based at our head office in Marlow you will be a truly innovative PR manager with brand experience, and mature but tough interpersonal skills. You will have proven success as a strategist, planner and implementer in a brand culture.

You will add-value to the marketing strategy through effective PR planning in line with marketing initiatives and new launches. As an opportunist, you will ensure the continued enhancement of Volvo brand values.

In return for your skills and commitment, we can offer a dynamic, innovative environment which places a high emphasis on personal and career development. Our benefits package includes non-contributory pension, private health insurance scheme, 28 days holiday and an additional subsidised lease car.

VOLVO

To apply, please write, in confidence, with full career details and current salary to our retained consultant, Diana Cumberley, quoting Ref: 1471, at
Regent Consulting,
Prince Regent House,
St. Giles Close,
Reading RG1 2SA.
Tel: (0734) 560522. Fax: (0734) 560434.

IT PROJECT DIRECTOR

The Project, We Can't Talk About

A SMALL APOLOGY

Unfortunately, we cannot reveal the exact details of the project our client is currently working on. Its financial implications are too great to permit us to do so.

We can tell you, however, that the company is the market leader in software development for the life assurance and banking industry - its products the first choice with many blue chip companies.

This initiative constitutes a major re-engineering of transactions between insurance organisations and point-of-sale outlets. Backed by many of the UK's leading financial institutions, it is undoubtedly the largest single project of its kind.

The Prospects We Can

AN EXCEPTIONAL OPPORTUNITY

at least
£65 k
plus car

As Project Director, you will play a key role in controlling and shaping the success of the project, directing the development of an already major software product to meet the next generation of client needs. You will be the project's driving force meeting revenue targets and timescales, and motivating, directing and managing working groups.

So, as well as the expertise to balance technology with sales and commerce, you will be a strong communicator, able to liaise at every level. You'll need to be every bit as exceptional as the project you'll work on, with the personal charisma and credibility to command the respect of senior IT professionals in the insurance industry, and the track record to merit it.

Obviously, an insurance industry background and IT skills of the highest order are pre-requisites but just as important are strong interpersonal and negotiating skills and very high levels of drive and energy for this major departure.

The rewards reflect the prominence of the position and will be accompanied by a comprehensive benefits package.

Please send your CV to Mike Milner at MJM Recruitment Ltd, Little Orchard House, Main Street, Cleve Prior, Wiltshire WRI 1 5LD. Fax No: (0789) 490646. Tel No: (0789) 772127.

MJM
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SPECIALISTS

BUSINESS DEVELOPMENT DIRECTOR Somerset

£25k + Bonus + Car + Benefits

The Somerset Training & Enterprise Council (TEC) has a pivotal role to play in the economic development of the County of Somerset. In order to enhance its activities the TEC is seeking a well seasoned businessman/woman to promote the services and programmes of the TEC and to develop new products to meet the market need.

The ideal candidate will be a persuasive communicator able to operate at a wide range of levels in industry, commerce, education, and the professions. Knowledge of the training environment and of current management theory and practice is essential and a professional qualification would be an advantage. It is likely that a background in sales and marketing will be the most appropriate, educated to degree level, and with subsequent general management experience to provide an overall view of how businesses function. Analytical skills and experience of controlling a sizeable budget are very important. It is necessary to have a personal commitment to excellence in training and enterprise development.

This exciting high profile role will provide excellent opportunities for personal growth, to make a significant contribution to the economy of Somerset and to be part of the senior management team of this thriving and innovative TEC.

Please apply in writing with a full c.v. to:-

M.E. Flanagan, Managing Director
Shannon Consulting Group, 3 Meer Road, Rmooth, Exs 20A



SOMERSET



SHANNON

Regional PRE-

c. £30k

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For a confidential discussion regarding these or other options contact Maggie Lawrence or Caroline Bissinger, alternatively send your cv.

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PEOPLE. PRODUCT. PROFESSIONALISM.

Retail Area Managers – Nationwide Opportunities
Package to £25K + Bonus + Car +
Benefits + Relocation

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The Group are seeking talented retailers to join them as Area Managers. You will be running a challenging area from small stores to major High Street locations with a brief that is wide ranging and highly proactive.

Candidates will need to demonstrate a successful track record in Retail at Senior Management level ideally gained in a fashion environment. This will be combined with a high degree of motivation and communication skills and the vision to lead and develop a team of Store Managers.

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To apply, please write with your CV, to Chris Blackburn, Rada Recruitment Communications, 195 Easton Road, London NW1 2BN.

Please indicate any company to which your details should not be sent.

Rada

RECRUITMENT
COMMUNICATIONS

Corporation of London Private Secretary to the Lord Mayor

The Corporation of London wishes to make a senior appointment - Private Secretary to the Lord Mayor - due to the retirement of the present incumbent.

The Lord Mayor is the Head of the Corporation, the local authority for the City of London. He is a major spokesman for the City and its markets and services, and travels widely in the UK and overseas, promoting the City and the nation. He also performs a unique diplomatic function, receiving and entertaining visiting foreign Heads of State and dignitaries.

The Private Secretary supports and advises the Lord Mayor in this work. In particular the candidate is responsible for:-

- the co-ordination and planning of the Lord Mayor's activities
- developing a close relationship with the City, government departments and other agencies
- the efficient overall management of the Mansion House team.

The ideal candidate will have held a senior management role in either a City institution, a Government department, local

government or the Services, and must have proven management skills.

The candidate must be able to demonstrate the following personal characteristics:-

- excellent communication skills
- outstanding organisational and planning abilities
- flexible management style and a high level of personal integrity
- ability to liaise with senior City and Government figures in a diplomatic manner.

The candidate would normally be aged between 45 and 53, and a first class salary and benefits are offered for this responsible and important position.

If you think you can fulfil these requirements then please write in confidence to J. David Preston, quoting reference ST168 at, Robson Rhodes, 186 City Road, London EC1V 2NU.



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Management Consultancy

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c. £38K OTE • Car • Private Healthcare
Location: Southern England

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- pre-press/reprographics industry
- large commercial printers
- publishing houses
- print division within large corporates

In addition you should have the ability to manage a multi-disciplined sales and support team and have the business acumen to develop a regional profit centre. If you are looking for a long term career with a major company offering an excellent salary package including Pension and Private Healthcare then, in the first instance, call Terry Hobbs today (Sunday) between 5-8pm on 081-460 5800, or during normal office hours. Alternatively write in confidence to The Hobbs Consultancy Limited, PO Box 177, Bromley, Kent BR1 3WJ. Tel: 081-460 5800. Fax: 081-290 0913.

THE HOBBS

CONSULTANCY LIMITED

RECRUITMENT THROUGH EXPERIENCE

OVERSEAS MANAGEMENT CONSULTANCY OPPORTUNITIES

We are a major international Management Consultancy, with rapidly expanding organisations in France, Italy, Spain, Germany and South Africa as well as the United Kingdom. We are primarily interested in consultants at all levels to work in Germany and South Africa.

The Institute of Management Resources (IMR) specialises in improving clients' performance in all functional areas. Our success is attributed to our methodologies, our co-venture approach with clients, but above all the quality of our work.

We are seeking Project Executives, Managers and Experienced Consultants with a minimum of one years' experience in consulting. We are only interested in hearing from people who have previously worked for international consultancies.

Preference will be given to candidates with excellent linguistic skills, even for those candidates wishing to work in South Africa and nationals of each country who may wish to return to work there. Consultants working in South Africa are on a four week rotation basis - Germany will involve weekly travel. Fluency in German is obviously essential for candidates applying to work in that country.

Consultancy Managers (at all levels) and Consultants who wish to develop their careers technically and personally with IMR, should send their CV and comprehensive salary history to:-

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Institute of Management Resources,
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Aldershot, Wokingham RG4 1RL.

Project Managers

c.18 Months Fixed Contracts

Salaries: c. £40,000 + Bonus + Benefits + Car

Location: Midlands

Our client, a major automotive company, is embarking on a multi-million pound investment programme with the aim of gaining a significant competitive advantage through changing from "build to stock" to "build to order".

Information Technology lies at the heart of this ambitious project which, over the next two years, will necessitate the parallel development and delivery of a number of core business systems, covering commercial, production and Dealer support applications. These systems are key to the future success of the business, and we now seek to recruit a number of outstanding Project Managers to ensure that these critical development projects are delivered on time and within budget.

Candidates must be able to offer at least 10 years' IT experience, which will include 5 at project management level. Experience of delivering major complex projects from inception to implementation and user acceptance is essential, together with

knowledge of at least one established project management discipline.

The ability to prioritise, manage and co-ordinate the activities of multi-disciplined systems and business professionals in a demanding, high pressure environment is a pre-requisite. Of equal importance will be a results orientated approach and commitment to the delivery of quality systems.

Undoubtedly, we are seeking candidates of the highest calibre. In return, we can offer unparalleled opportunities to make a key contribution to the success of this most ambitious and high-profile project.

If you feel that you possess the experience, drive and commitment to succeed in one of these challenging roles, please write to our advising consultants, Karen Baines and Ian Brindle, at Harvey Nash, enclosing a full CV with daytime telephone number and current salary details. Please quote ref: HN576 ST.

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Aged 40-50 and probably educated to degree level, you will have a proven record of success in general management, gained within a 'blue chip', service driven, manufacturing organisation with a turnover at least in excess of £15m. Some experience of a unionised environment and a sound understanding of up to date computerised manufacturing systems and controls will be essential.

The salary package includes a performance related bonus scheme together with a range of excellent fringe benefits. Relocation assistance to this attractive area will be provided where necessary. (Ref 550)

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You don't get voted 'Airline of the Year' and 'Best Transatlantic Carrier' without a lot of effort on everyone's part. At the end of the day, it's people that count - both customers and staff - so clearly we expect your personal style will reflect this philosophy.

This appointment is a golden opportunity for the right person to open up Africa to the "Virgin" experience by establishing the airline's first operation in the Southern Hemisphere. It's a major role with true general management responsibilities covering every aspect of the

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You must have a good working knowledge of the retail travel industry in South Africa.

Additionally, however, your career will probably have included involvement in Sales/Marketing with more recent exposure in a broader, general management role. Previous airline experience is certainly a must and the unique style of "Virgin" as a carrier will require an above average individual of sufficient calibre to effectively promote these aspects within the South African aviation market. Consequently, your personal drive and ability to motivate others to achieve the highest possible standards of excellence must be paramount.

Naturally such a major role will attract a highly competitive remuneration package reflecting the seniority and scope of the position.

Interested candidates should apply in the first instance to Ron Irving at our London office by sending a current Curriculum Vitae in an envelope marked clearly with our reference RH1492.

We look forward to hearing from you.

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IVO ENERGY LIMITED

BUSINESS ANALYST POWER GENERATION PROJECTS

Excellent Package

London West End

Our client, IVO Energy Limited, is the UK holding Company of Imatran Voima Oy (IVO), the leading Finnish power and heat generation, transmission and engineering Company, which supplies nearly half the electricity consumed in Finland. Combined Heat and Power (CHP) generation is one of the specialities of the IVO Group.

In the UK IVO is well established in the Independent Power Generation (IPG) markets, operating the Peterborough 360 MW and Brigg 260 MW gas-fired power projects. In Brigg, IVO also holds 25% of the equity IVO's own development, the 1,100 MW Humber Power Project, is well advanced.

The role will have full responsibility for the critical economic analysis of power generation projects, and will include operational and financial modelling. The nature of the job and the Company will require a high degree of intellectual and personal flexibility. You will almost certainly be drawn closer to the business than in your present role; input into the preparation of proposals will be required; full participation in a small, professional team is

essential, as is the positive collaboration with Group specialists and colleagues; furthermore, your involvement can be expected to extend to our European operations.

You will probably be aged between 27-33 and have:

- a good university degree
- a successful track record in financial analysis
- excellent operational modelling skills of generation projects
- experience in power generation related matters, preferably in power offtake and gas purchase agreements

This is a demanding role within a dynamic international team based at the Saville Row office. There will be an induction programme, both in London and Finland, and further opportunities for personal development within an expanding organisation.

Applicants should send their CVs with a covering letter, indicating present salary levels, to: Kiti Paajanen, Mercury Urval Executive Service, Spencer House, 29 Grove Hill Road, Harrow, Middlesex, HA1 3BN, Fax No: 081 861 1576, quoting ref. KP/02/92.

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INSTITUTE OF MANAGEMENT RESOURCES

Mergers and acquisitions was once a leading feature of British business life. How are its practitioners getting on now? Clare Hogg finds out

Secrets of the City survivors

The mergers and acquisitions business is in the doldrums. So is most of British business, but whereas many companies are admitting to a significant amount of "downsizing", those specialising in the M&A field are emerging unscathed. What is their secret?

Korn/Ferry International, a leading executive search firm, recently conducted a survey, which found that the M&A experts' weapons for survival are "a high degree of sector specialisation, language skills, creativity and a strong streak of arrogance".

Banks today are looking for sector specialists in order to be able to offer what is termed "value added" service to clients, and thence gain an edge in the market. Schroders, for example, is particularly well-established in the oil and gas sectors. Salomon Brothers and Goldman Sachs are well-known for their knowledge of financial institutions. As Richard Templeton, director of senior corporate finance at Robert Fleming, says, "Five years ago, M&A consisted of bright people reading newspapers and chasing leads — altogether pretty crude."

"Now M&A specialists need to be more sophisticated and to have specialist knowledge of market sectors in order to survive." Languages are another weapon in the armoury of the M&A specialist intent on remaining in employment. In Germany, for example, there are many privately owned medium-size companies looking for buyers because there are no further family members to take them over. German is therefore in particular demand.

The requirement for languages reflects the changing nature of the M&A business. "Gone are the days of the mega deal," explains Ed Kelley, chief executive of Korn/Ferry Europe. "Now most of the interest is in smaller deals," and, he says, the overseas market is making a sizeable contribution. Those working in banks with highly active overseas offices or associates — a field in which Samuel Montagu has done especially well — are still kept busy with work coming in from abroad, and there is still plenty of demand for the deal-structuring expertise of many banks in London.

Peter Martin, of Kleinwort Benson, notes another significant change in the market. "If expectations of growth improve in the second half of the year," he says, "it is likely that we will see an upturn." However, the motive for M&A activity will, I believe, change. In the next year or two, we may well see more defensive mergers and

strategically driven transactions than in the recent past." Richard Heley, head of corporate finance at Hill Samuel, believes that those who aim to survive in such an environment, and to contribute to an upturn, will need "aggression, self-confidence, extroversion, egotism, high intellect and an advanced degree of creativity, as well as being thick-skinned and willing to bash down doors."

Mr Heley says that M&A brokers — "the estate agents, as opposed to the barristers of the business" — will have to sell even more energetically. "Exhibitionists with marketing skills will have much to offer," he adds.

Anthony McGrath, director of specialist M&A department at Barings, is not so convinced by the requirement for arrogance identified by the Korn/Ferry survey. "The

"The expert of the future will need the best personal skills and intellect"



"A shining example of an M&A expert": but Colin Keer, who is 42, left the mergers and acquisitions field this year to set up as a landscape and garden designer

M&A experts of the future will need excellent personal skills and a high degree of intellectual horsepower, a "curly" mind, imagination and the ability to think laterally and creatively," he says.

"As for arrogance, I think the market for arrogant people is limited — it tends to get in the way of communication." Arrogant or no, says Cindy Cottman, head of Korn/Ferry's financial services sector in the UK, the M&A specialist must be highly competitive. "He or she needs to have the best idea, to have done the best research, and to negotiate the best financing package in order to be successful."

The creative mind, Mrs Cottman says, is important. She looks at past transactions for proof of this and for some evidence of interesting and demanding outside interests. Richard Heley, for example, is a successful and, admittedly, fanatical competitive horse-rider.

Despite these developments, there is a steady movement out of the M&A function into other

areas. These people are of such a calibre that they are rarely left without a job.

Most employers do their best to hang on to them. Hoare Govett, for example, which closed its M&A division in London completely, was able to reassign most of those who had worked in the division because of their adaptability.

In having a separate M&A department, Hoare Govett is typical of many American houses. British houses by contrast, tend to have M&A as a function of the corporate finance department.

This makes it easier for those leaving British houses to become finance directors or move to a corporate-acquisition function within industry. People leaving UK houses have a bit more difficulty.

If they are coming from the leading financial houses, they face the alternative of moving to less eminent organisations, or of leaving the business altogether.

Ms Cottman cites Colin Keer as a shining example of an M&A expert who did just this. "He was

successful and admired," she says. "His quitting came as a shock to the industry. He had the courage to bail out and do something that was likely to be more fun."

Mr Keer, who is 42, left Samuel Montagu and Bankers Trust this year to set his own business as a

landscape and garden designer. His decision paid off, and even in these difficult times, his business has started off extremely well, thanks to the unexpected support of many former clients.

Of 400 business acquaintances who were sent information about

Mr Keer's new business, more than half responded and he is now working on gardens in France and the United States as well as several here.

Not surprisingly, he is refreshingly enthusiastic about his move, but does he have any regrets? "Well," he says, "there wasn't much going on so it was a good time to pull out. But I miss the camaraderie, and I miss my secretary and all the nattering she gave me."

Those who are less entrepreneurially inclined, and who remain deeply enmeshed in the financial sector, have to face the fact that it will be a long time before the M&A market starts to include many of what Mr Kelley describes as "big ticket items", the exciting marriages of the big multinationals.

The market is now much more focused on smaller, less exhilarating deals, albeit spiced up by more international work. M&A experts, no matter how high-powered, will have to cut their coat according to their cloth.



Goodbye mega deals: Ed Kelley of Korn/Ferry Europe

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The personal attributes of the successful candidate will be paramount. Consultancy experience will have been gained from a software house or management consultancy, where initiative, self starting and a positive attitude to solution resolution can be demonstrated.

This role would appeal to an individual who thrives on results and demands the freedom to achieve them.

If you are able to meet the demands of this challenging position, send a detailed curriculum vitae to Adrian Sullivan at Sullivan & Associates, 9 Cork Street, London W1D 1PD. Tel: 081-541 5882.

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You are likely to be a Graduate in your late 20s/early 30s with a proven track record of corporate employee communications preferably gained in a substantial and progressive US organisation which has undergone fundamental and continuous change.

If you have the expertise, imagination and commitment to my Client's pursuit of excellence, write with CV to Carolyn Clarke, Executive Rec, 27 Brewery Lane, Stamford, Essex CM24 8LB. Tel: 0279 814971.



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Please write with a full CV to: Doreen Barber, Personnel Department, Panasonic House, Willoughby Road, Bradnall, Berks RG12 8PP.

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GENERAL APPOINTMENTS

Regional Safety Adviser

SOUTH EAST

SALARY £23,329 - £27,819

More may be available for special qualifications or experience.

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As Regional Safety Adviser, you will be substantially involved with the negotiation and monitoring of the health and safety element of the Department's contracts with TECs. You will also help to promote health and safety activities in your Region through representative work and participating in the development of training courses and materials.

Preferably you should hold a nationally recognised Occupational Health and Safety qualification. You will have extensive knowledge of health and safety legislation and at least 5 years practical experience as a safety professional. Considerable travel is involved and a full UK driving licence is essential.

The appointment will be for 2 years initially, with the possibility of extension for up to a further year to a total of 3 years.

FOR FURTHER DETAILS AND AN APPLICATION FORM (TO BE RETURNED BY 30 APRIL 1992) PLEASE TELEPHONE OR WRITE TO MISS T. WALSH, EMPLOYMENT DEPARTMENT, PERSONNEL MANAGEMENT BRANCH, ROOM N206, MOORFOOT, SHEFFIELD S1 4PQ. Tel: 0742 593269.

The Employment Department is an equal opportunity employer and is firmly committed to equal opportunity policies. Applications are welcome from all suitably qualified and experienced individuals irrespective of sex, racial origin or disability. **WV**



EMPLOYMENT DEPARTMENT

Collegiate Private Centre
Aberystwyth
The University College of Wales

DIRECTOR OF INDUSTRIAL LIAISON

With DTI support, the College is establishing a new Industrial Liaison Office to coordinate relationships with industry. Activities will include technology, auditing, handling IP, matters, and support of academics and outside bodies. Salary within the range £25,000 to £28,168 (under review).

Further particulars and application forms from the Staffing Office, UCW, King Street, Aberystwyth, SY23 2AR (Tel 04570 622054). Closing date 4 May 1992.

GENERAL MANAGER FOR SPAIN - £30,000+

Please send CV to: The March Consulting Group, 100, The Quadrant, London W1A 1AA. Tel: 01-481 4481. Fax: 01-481 4482. Email: info@mcg.co.uk

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As Head of Engineering, reporting to the General Manager, you will co-ordinate the engineering functions of the various sites with specific responsibility for devising and implementing strategic decisions affecting new product and process development, central quality policy, computer integrated manufacturing systems and a central works engineering service.

With a relevant engineering degree and at least 10 years manufacturing experience, you will already be operating at a senior level, ideally within an automotive environment, where the development, control and direction of all engineering related and quality activities are amongst your key priorities. Above all, with your proven leadership, persuasive and organisational skills you will view this as an outstanding opportunity to contribute to profitable growth and operational efficiency.

If you feel you meet the exacting criteria you should send a comprehensive c.v. quoting reference AR/220 to: Derrick Franks, March Consulting Group, Telegraphic House, Waterfront 2000, Salford Quays, Manchester M5 2XW.

Chief Executive

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It is a very important time for us. We have just achieved a key milestone in becoming an NHS Trust giving us new freedoms and public responsibilities. This means that you must be able to combine directing a strategy with the values of a deep commitment to patient care.

To qualify, you must have been demonstrably successful in a top management position within a quality healthcare or associated organisation.

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If you would like to have an informal discussion about this post please telephone our Chairman Bill Powers or current Chief Executive Chris Gould on 0462 730123 between 8.30am and 6pm any working day.

Alternatively to apply and to receive our comprehensive information pack please either, send a detailed CV to our consultants, Maxon Dolphin Kirby Ltd, 178-202 Great Portland Street, London W1N 6JJ or telephone them on 071-323 5575 any weekday between 9am and 5pm. Please quote ref: 4363. Closing date 23rd April 1992.



NFU DIRECTOR

Representing Farmers and Growers

The NFU is appointing a Regional Director in the South West to lead a small professional multi-disciplinary team and a large field force promoting the interests of and providing services to members.

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The responsibilities are manifold but include the design and implementation of various organizational interventions; the coordination and implementation of decentralized delivery strategies to ensure the quality and effectiveness of instruction; the direction of planning, scheduling, coordination, integration and maintenance of Corporate Training curriculums used in the Atlantic Division; and the management of the overall administration of the Centre through effective budget, personnel and project management systems.

The successful applicant should possess a Masters Degree in Adult Education, Human Resource development or a related field and be fluent in English and at least one other European language. Excellent interpersonal and communication skills are essential for this position together with proven consulting and project management skills.

In return we offer an excellent salary and benefits package including discounted air travel, contributory pension plan and private medical cover.

If you are interested in being considered for this position, please forward your current resume including salary details to: Manager Human Resources, United Airlines, United House, Southern Perimeter Road, Heathrow Airport, Hounslow, Middx TW6 3LP, U.K., to arrive no later than May 1, 1992.

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Please apply in writing to The Chairman of the Council, King Edward VII's Hospital for Officers, Beaumont Street, London, W1N 2AA. An Application Form and information package will be forwarded for completion.

Closing date: 7th May, 1992

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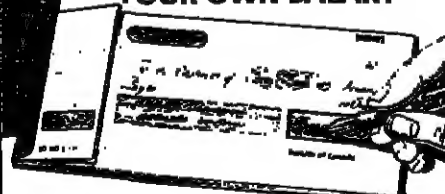
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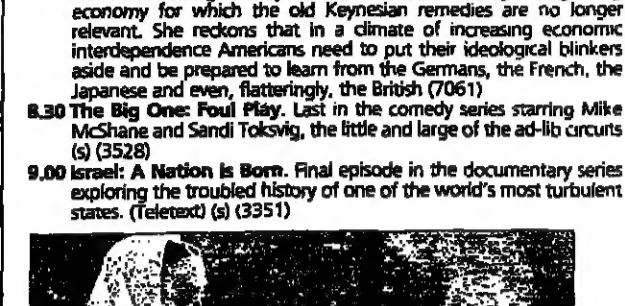
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CHANNEL4

6.00 **Channel 4 Daily** (8818158)
9.25 **The Munsters D.v.n.** Classic comedy with the macabre family (Teletext) (r) (4478784)
9.55 **Road To America**. Children's drama series (r) (5644177) 10.50
Pete Smith Specialities. A look at the art of sales (3586806).
11.00 **Gamesmaster**. Video game show (r) (1482326)
11.35 **Get Skirt**. Secret agent spoof starring Don Adams (2825900)
12.00 **Noah's Ark**. A portrait of the Chilean lions (29968)
12.30 **Business Daily** (44719) 1.00 **Sesame Street** (r) (32974)
2.00 **All the Waters of Wyre**. The third part of Julian Mitchell's re-creation of an 18th century trip down the River Wyre (r) (5989871)
2.25 **Channel 4 Racing from Newmarket**. Brough Scott introduces live coverage of the 2.35.30.5, 3.40 and 4.40 races (7368442)
3.45 **Fifteen to One**. Fast-moving general knowledge quiz (s) (652)
5.00 **The Oprah Winfrey Show: Drivers Who Can't Stop Drinking**. There are two panels, one made up of repeat offenders, the other includes two mothers who lost their children because of drunken drivers (4359657) 5.50 **Laurel and Hardy**. Cartoon (r) (256429)
6.00 **My Two Dads**. Risible American comedy. Teletext (s) (24545)
6.30 **Remote Control**. Bizarre quiz show (697)
7.00 **Channel 4 News with Jan Snow**. (Teletext) Weather 7.50 **Things That Don't Exist**. The first in a series of programmes examining widely held but erroneous beliefs. Today: common-law marriage (155086)
8.00 **Opinion**. An American economist based in Britain, DeAnne Julius looks at the consequences of the ending of the military-industrial complex which has underpinned the United States economy for 40 years. She argues that America is at a watershed in its history and self-definition, a watershed closely connected with the collapse of the Soviet Union. Without that external focus, America will have to confront its own internal difficulties. At the moment, she says, America is losing its way, its dream undermined by a stagnating



A guru too many? Rytasha in Bangladesh (10.00pm)

10.00 True Stories: Angel of Bengal

■ **CHOICE:** Rytasha is a Joan Collins lookalike from Palm Beach who was thrown up the glamorous life of a model to help the poor of Bangladesh. Money raised at glitzy society parties in the United States is spent on schools and irrigation schemes for starving people. So far, so worthy. But, as Anna Raphael's gently sceptical film reveals, not all Rytasha's initiatives have been appreciated. A Bangladeshi village put up a plan for a much-needed clinic. Instead the building has become a school for Rytasha's followers. Rytasha insists that spirituality comes first. The locals report that spirituality cannot fill an empty stomach. As a relief worker puts it: "The one thing we do not need on this sub-continent is spiritual guidance. We

11.20 **Yiddish** *Stewwart and the Spiritual Cowboys*. The former Eurythmics star and his new band romp through the background of their first album (3) (V) (S80055)

11.55 **Russian New Music**. *Lezhin* introduces a group who use hand-made instruments to explore a new music terrain (237516)

12.25 **Sem Films** *Lazy And More* (1985) starring Jackie Gleason and Art Carney as two failed vaudeville stars in the 1920s who fight Prohibition in their own inimitable way. Directed by Jacki Cooper

YORKSHIRE

[illegible][illegible]

9.05 **Elyse Emily Elise Weather**
Nessus 5.05 PM
9.45 **The Second Step**
The second of five programmes.
Nadine Gordimer, the Nobel
prize winning author, who
considers the part writers and
artists should play in building
the new South Africa.

10.00 **Clayton LeVeen: Crown**
Pepens (PM only): Third of a
Spanish drama serial by Peter
Pepens. Peter Clay's first
English aristocracy in the
1950s (to c).

10.10 **Worship (LW only)**

10.15 **The Bible (LW only)**
Zephaniah. Read by Martha
Kemp.

10.30 **Woman's Hour (FM only)**
Diana Rigg talks to Jenni
Murray about her role in *Berlin*
and the Royal Shakespeare
Theatre. End 11.00 News

11.30-12.00 **From Our Own**
(FM only)
CHOICE: Father Reginald
Ford is a Carmelite priest from
Milwaukee to whom the
question "We've been to the
top of the world — so who needs
Latin?" should never be
addressed by anyone who,
figuratively speaking, does not
aspire to be reduced to nothing.
His devotion to Latin has little to
do with the fact that he is
the parish's official English-
translator. That is merely the
effect of his addiction, the
cause of it is his conviction
that Latin is the most universal
language, and the all-purpose
one, too. He uses it when
discussing his take-away pizza,
and when re-telling the story of
Caesar's murder, "You rotten
bum, Cass!" is scarcely
Shakespearean, but his
translation of what Plutarch

10.30	Correspondent (LW only) The Royal Maundy Service (LW only): The Queen distributes the Royal Maundy at a service in Chester Cathedral	7.20	Woman's Hour (LW only) (r) 8.00	Analysis: In The Mood David Walker considers how shifts in public attitudes can affect government policy
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12.25pm King Street Junior: Is There a Father Christmas? A school comedy by Jim Eldridge
12.55 Weather

1.00 The World at One
1.40 The Book of the Week

2.00 The Passion Play: An adaptation of the best of the medieval mystery plays from Coventry, York and Wakefield. With Steven Granville as Jesus, **9.00 Does He Take Sugar?**
9.30 Kaleidoscope (s) (r)
9.45 The Financial World Tonight
(s) **9.59 Weather**
10.00 The World Tonight (s)

3.00 Down Your Way: John Cole, the BBC's political editor, visits Monmouth in Gwent (r)

3.40 Poetry Please! with Simon

10.45 A Book at Bedtime: Four British Folk Tales — Monday, Tuesday, by Kevin Crossley-Holland

11.00 Sex, Lies and Audiotape: Bedtime Story. The final part

4.05 Kaleidoscope reviews Howard
Brennan's *Berlin Berle* at the
Royal Court Theatre; and the
new shows opening on
Broadway (s)

FREQUENCIES: Radio 1: 1053kHz/285m; 1089kHz/275m; FM 97.6-99.8. Radio 2: FM 88-90.2. Radio 3: FM 90.2-92.4. Radio 4: 198kHz/1515m; FM 92.4-94.6. Radio 5: 693kHz/433m; 909kHz/330m. LBC: 1152kHz/261m; FM 97.3. Capital: 1548kHz/194m; FM 95.8. GLR: 1458kHz/206m; FM 94.9; World

1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.